A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 10, 1965

Business Bulletins *from around the world*

AFGHANISTAN—Government signs agreement for interest-free loan from Communist China for equivalent of $28 million for small industries, agricultural projects.

ARGENTINA—Prior deposit requirement on most imports other than capital goods, originally to have expired April 30, has been continued, but amount of deposit decreased from 100% to 75% of C&F value. Prior payments for most imports prohibited. Since April 20, exchange rate supported by Central Bank has been 171-173 pesos per dollar, compared with previous 149.50-151.

BELGIUM—BLEU imports for 1964 reached unprecedented $5.9 billion, 15.4% above 1963 total. Imports from the U.S. totalled $523 million, up 10.8% from 1963. U.S. market share declined to 8.9% from 9.2% in previous period.

In 1964, 87 firms received low-interest government loans, amounting to about $242 million, under the July 1959 laws for economic expansion.

National Government broadens coverage of its medical insurance program to include government workers and families, bringing approximately 1.1 million additional persons into the system.

Additional 50,000 metric tons of wheat to be exported before end of July. Latest allotment raises government-assisted wheat exports to total of 175,000 metric tons; should solve surplus wheat problem resulting from last year's record harvest.

FRANCE—Imports during March from foreign currency areas were estimated $792 million, compared with estimated exports of $753 million. Hypothetical surplus in over-all balance of payments projected at $40 million.

GERMANY—Lenox, Inc., Trenton, N.J. concludes agreement with German firm Lorentz Hutschenreuther for exportation of Lenox China, distribution through German firm's extensive sales organization. Lorentz Hutschenreuther is one of Germany's leading china manufacturers.

Texaco subsidiary, Texaco Raffinerie GmbH, to join German firm Wintershall A.G. in erecting oil refinery in Franconia, North Bavaria. Gasoline for chemical transformation, some fuel oil to be produced by new refinery.

GREECE—Agricultural Bank extends loan of $667,000 to quasi-Governmental Elbiz-Greek Feedstuff Industry for construction of $1.9 million synthetic feedstuff plant at Platy, near Thessaloniki. Plant, to have annual production capacity 60,000 tons, with start-up in autumn 1966, will utilize by-products (molasses, dry pulp) of Platy sugar refinery. Bank envisages participation of 11 more feedstuff plants next several years.

LIBERIA—New $80 million Bong iron mine enters full-scale production. Because of fairly low grade deposits, iron will be concentrated prior to export. Annual production of three million tons of concentrated ore expected. Shipments to be made primarily to Italy, Germany.

New National Airlines Corp. approved by legislature to replace present Liberian National Airways. Government to own half of corporation. Until nationals trained to manage airline, French firm will handle operations.

PARAGUAY—New high-arch bridge spanning the Parana River at Brazilian border now open. Bridge connects Paraguay with road through Brazil to the port of Paranagua (free port for Paraguay), providing new route to sea for Paraguayan goods. New luxury hotel-casino has also opened on Paraguayan side of river. Bridge and hotel provide boon to tourist development in vicinity of giant Iguazu waterfalls at adjoining borders of Paraguay, Brazil, Argentina.

SPAIN—Bank of America to purchase 50% interest in two Spanish banks. First, a new bank to be called the Banco Intercontinental Espanol, is an investment bank; the other, a commercial bank, marks first time a U.S. bank has entered commercial banking field here, in post-war period.

SWITZERLAND—Federal Government guarantees for export credits totaled $154 million in 1964, down 29% from 1963. Decline thought to be due to cut in orders from less-developed countries for capital goods.

TURKEY—Belgian firm, Ateliers de Construction Electriques de Charleroi, in joint venture with Turkish Government Agency, Etibank, plans to manufacture electric motors, generators, control panels, switch equipment, voltage regulators. Operations scheduled to start within two years after receiving final approval from Council of Ministers.

UNITED KINGDOM—Inveresk Paper Co., Britain's largest producer of fine printing papers, in cooperation with Riegel Paper Corp. of U.S. plans to establish $40 million wood paper mill at Port Hudson, La. New joint corporation to be formed to operate mill, scheduled for completion in 1968. Inveresk undertook project to augment supplies of raw material to its U.K. operations.

Iron and Steel Board recently announced that steel production in first quarter 1965 reached 7.1 million tons, approximately 12% above output for first quarter 1964. Board originally estimated output would reach 13.5 million tons for first half of year. It is now felt that steel production will exceed this estimate and reach 26 to 26.3 million tons for year compared with 25.7 million tons for 1964.

VENEZUELA—Government to promote establishment of 360 projects, representing about $55 million in investments, before end of present administration (1968), principally in chemical, metallurgical fields. Emphasis to be placed on production for export; Government will identify for each project, those to be developed by Government, private interests, or combined.

YUGOSLAVIA—Agreement signed with Soviet Union providing for linking of high tension grids (400 kv.) between Yugoslavia and Soviet bloc countries. Agreement also calls for increased imports of Soviet petroleum, coking coal.

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the cover

This aerial view of Rotterdam harbor illustrates the vast volume of trans-shipment traffic for which the Dutch city is noted. Inland waterway barges, coasters and other craft receive cargo from the big ocean-plying freighters and liners. For a story on the Netherlands economy, see page 2.

International Commerce

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NETHERLANDS

Little country buys big

Numerous trade fairs provide easy entry for firms new to the Dutch market

By R. BERNARD CROWL
Commercial Attache,
U.S. Embassy, The Hague

Prospects are bright for selling more U.S.-made goods in the Netherlands, particularly at the various international fairs scheduled for the rest of the year.

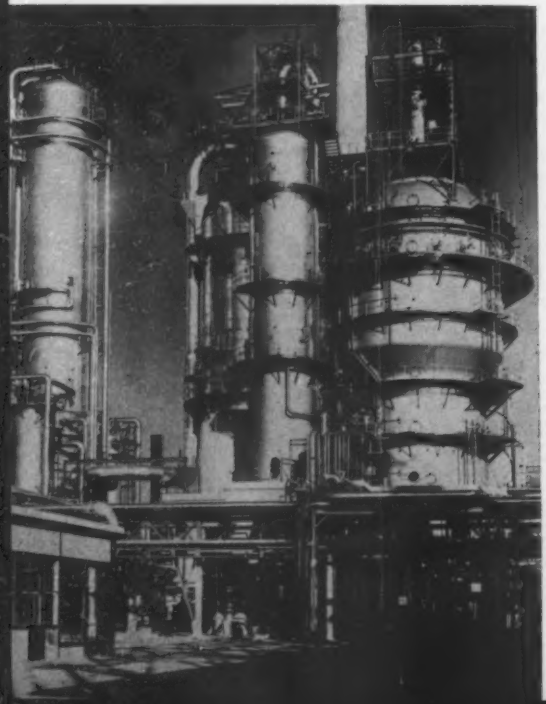
CROWL

The value of Dutch imports rose by almost 20% in 1964.

As usual, more than half of all imports came from Common Market partners, but the U.S. accounted for a healthy 11% of the total. This relatively small country is the ninth best customer of the U.S., with purchases from the U.S. approaching $800 million.

Substantial import gains in major commodity groups included motor vehicles, up 30%; industrial raw materials and semi-manufactures, 20%; durable consumer goods, 20%; finished industrial products, 17% (including a 15% increase in capital goods); and agricultural products and foodstuffs, 10%.

ROYAL DUTCH SHELL'S refinery at Pernis is among the largest in Europe. Gases formed in the cracking process at this catalytic cracking plant are used as base materials by the Dutch chemical industry.



This appetite for increased imports followed wage increases of 17% over the last year which contributed to an increase of about 9% in spending.

Although this phenomenal percentage increase in imports will slacken somewhat, healthy increases over the next few years are expected, since local production will remain hampered by a labor shortage and a rapidly rising standard of living will continue to create demand for products not available locally. Semi-luxury type goods as well as labor-saving devices should find particularly receptive markets.

The growing prosperity of the Dutch consumer (the per capita national income in constant prices went up nearly 50% between 1950 and 1963) has given rise to substantial changes in his spending pattern. The 1963 expenditure on foods and beverages was only 60% higher than in 1950, less than half of the 123% rise for durable consumer goods. Thus, the Dutch consumer has used an important part of his real increase in income to furnish his home and ease household work by the purchase of refrigerators, washing machines, and "do-it-yourself" tools.

Geographic advantages

The Netherlands is ideally situated as a gateway to the rest of Europe. The port of Rotterdam's fantastic growth to its position as the largest port in the world in terms of tonnage is "proof of the pudding." The three R's in the Netherlands no longer stand for reading, 'riting and 'rithmetic, but **rivers, rails, and roads** from **Rotterdam** to the **Ruhr** and **Rhine.**

Transport statistics for the whole Common Market show that in 1962, out of an overall figure of 176 million tons of goods carried, 121 million tons went through the Netherlands.

Almost any product selling in the U.S. warrants investigation for sale in the Netherlands. Of course, freight costs and import duties must be considered—but they need not be insurmountable obstacles. After all, over three million tons of us coal are imported into the Netherlands annually on a straight competitive basis.

A few specific areas seem particularly worth investigating. This list is by no means exhaustive, but merely illustrative of the possibilities open to U.S. business (opportunities in the fields of gas equipment, hydraulic equipment, welding equipment, portable steam cleaners, specialized valves, packaging machinery, electric household appliances, air tools, foodstuffs and equipment, and clothing were outlined in the March 9 issue of *International Commerce* and will not be repeated here).

Business machines. Estimates of the annual gain in sales on the Dutch market are up to 20%. The increasing mechanization of administrative processing due to rising labor costs and continuing overemployment forecast a fast-growing and competitive market, with opportunities for U.S. manufacturers.

Construction and earth moving machinery. A combination of factors, including Dutch familiarity with U.S. equipment, the reputation for ruggedness and performance of U.S. equipment, plus the Government's emphasis on residential building (over 100,000 homes completed in 1964) and its plans for a comprehensive roadbuilding program have brightened sales prospects in this field.

Floor coverings. Modern, long-wearing, attractive floor covering such as is popular in the U.S., is not yet in general use in the Netherlands. A domestic, commercial, and industrial market might be developed with the proper initiative.

Plumbing fixtures and fittings. These are still largely regarded in the Netherlands as utilitarian objects and the concept of an aesthetically-pleasing bathroom or kitchen is just beginning to catch on. This trend is expected to increase with the rapid rise in living standards. This raises the possibility for American manufacturers to enter the luxury market and expand with it.

Men's and boys' ready made outer clothing. American "know-how" in the field of ready-made clothing, combined with a trend for breaking with tradition in the clothing industry and introducing new styles and fabrics, could open up a market especially for men's suits.

Show and sell

Participation in commercial trade fairs is a much more widely practiced sales technique in Europe generally and in the

Netherlands in particular than in the U.S. Almost all Dutch fairs are now "vertical" (specializing in one particular industry), and thus afford an excellent trade exposure for both firms new to export and those already established. They are largely international, attracting agents and buyers from Western Europe and other interested areas. Some firms, by attending one specialized fair in the Netherlands, make all their European contacts for the year.

List available

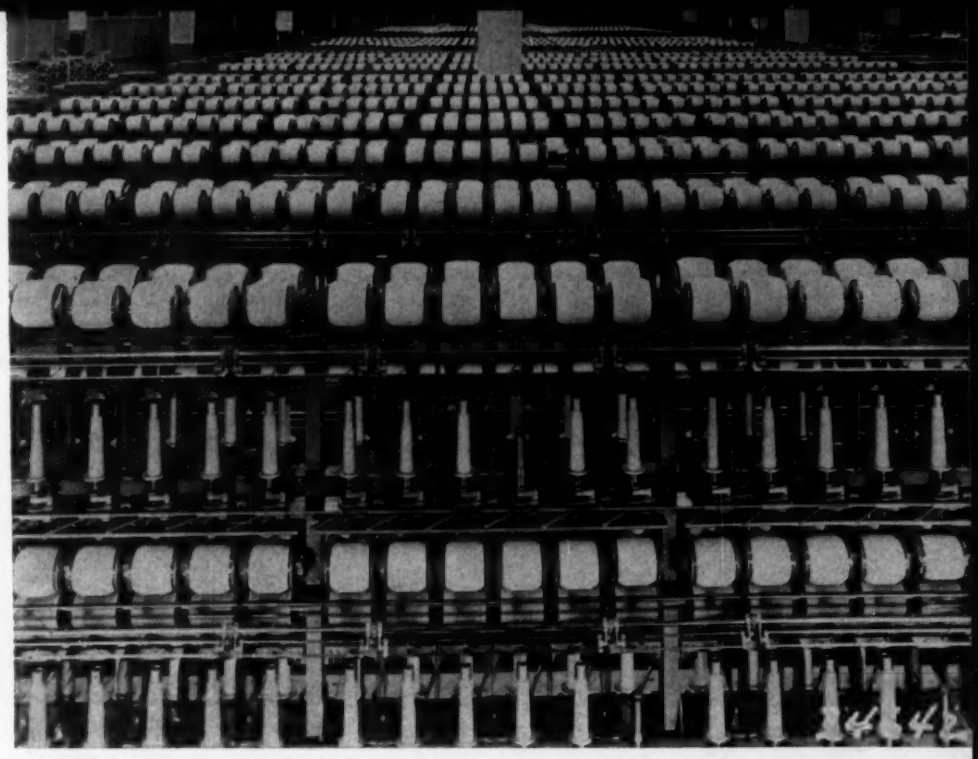
The business success of these international fairs has caused the already sizeable facilities in Utrecht, Amsterdam, and Rotterdam to expand considerably. A list of these fairs is available through the Bureau of International Commerce. A few of special interest are:

Utrecht Spring Fair—Early March. This is the largest trade fair in the Netherlands. A general-type exposition featuring a wide range of industrial equipment and consumer goods, it is held annually. This year a Bureau of International Commerce exhibition at the Fair featured 38 U.S. manufacturers of gas equipment. Although many of these companies were new to export, all reported that they accomplished what they came to the Netherlands for—whether it was to find a distributor, licensee, or manufacturer. The exhibitors stated that they expect to sell several million dollars worth of equipment in the Netherlands over the next year as a result of exposure in the Fair.

Machevo-Utrecht, Oct. 13-20, 1965. Machevo '65 will be organized by the Society of the same name in close cooperation with the Royal Netherlands Industries Fair. Machevo came into existence in 1951. Formerly an exhibition with mainly national coverage, it has grown into an international project covering the entire chemical and processing industry (including petroleum and petrochemicals), the foodstuffs and beverage industry, the dairy industry, and the pharmaceutical industry. It is now a triennial event and will be staged in Utrecht Oct. 13-20 for the sixth time. The Bureau of International Commerce plans to have a U.S. Government-sponsored exhibition at this fair.

Market surveys now being completed indicate considerable potential for sale of U.S. equipment in two general fields:

Machinery for the food processing and packaging industries. The last decade has brought changes in the eating habits of the Dutch people which have affected the food processing and packaging industry. The Netherlands' market for machinery has always been very international, and most machinery and equipment is sold by importers and importing sales agents.



THE NETHERLANDS is one of the world's major suppliers of rayon yarns. This factory produces enkalon, the Dutch nylon, manufactured from a by-product of the Netherlands coal mines. (Photo by Cas Oorthuys)

U.S. machinery has always had a good name in the Netherlands. The market for machinery for the food processing and packaging industries is very extensive.

Generally speaking, a potential market exists for highly specialized machinery with a large capacity, especially packaging and filling machinery and freezing and cooling equipment.

Special interest

There is special interest in deep-freezing vacuum units, breading machines for deep-freezing meats and fish, supermarket units (self-service wall cases and display cases), equipment for frozen bread, equipment for cooling flowers and bulbs, automatic filling equipment for sausages, vacuum plastic packaging of coffee, cardboard packing of dairy products, export packing for meats and vegetables, packaging and filling equipment for TV dinners, packing of confectionery, dry freezers, fast mixers of large capacity, cucumber sorting machines, and highly specialized slicing machinery.

Machinery for the Chemical and Pharmaceutical Industries. A planned policy of industrialization after the war has boosted industrial production 67% since 1953 alone. The chemical and pharmaceutical industries led this upsurge and are still expanding greatly. A sizeable chemical complex is planned for the Amsterdam area in connection with Mobil's recently announced plans for a refinery and cracking plant.

Prospects look particularly good for measuring and regulating equipment, water and air purification equipment, process control equipment, and pharmaceutical packing equipment.

Decision soon

The Bureau of International Commerce will soon decide exactly what category or categories of equipment will be eligible for participation in the U.S. Exhibit at Machevo.

Firms that wish to exhibit goods not eligible for the U.S. Exhibit can participate under their own auspices. About 150 U.S. firms who did this at the Utrecht Spring Fair were pleasantly surprised at how simple it was to exhibit. An experienced and helpful staff at the Fair will assist with every detail, from helping an exhibitor set up his stand to clearing things through customs.

A restrictive admissions policy and a good international reputation encourage serious visitors.

Other important international fairs in the Netherlands this year include:

Het Instrument to be held at Utrecht Sept. 14-22, featuring technical and scientific instruments; **Firato,** to be held at Amsterdam Sept. 16-26, featuring radio, TV and electronic equipment; **Medica,** to be held at Hilversum Sept. 24-28.

MOVIE CROWDS dress differently but all are impressionable, anywhere in the world. Hollywood earns gratifying box-office returns, helps sell U.S. goods.

DON'T GET THEM WRONG

They love Hollywood!

World's peoples like to watch U.S. movies, buy goods like those depicted

By STANLEY LICHTENSTEIN
Staff Writer

American motion-picture lore—a close blend of "Come with me to the Casbah" and "Come with me to Dubuque"—offers something for everyone and the people of the world spend about two-thirds of available screen-time watching U.S.-made flickers.

The patronage of overseas movie audiences currently contributes a net of some $350 million annually towards a more favorable U.S. balance of payments—about $150 million more than in 1962, when the President's "E"-for-export-excellence was awarded to the Motion Picture Association of America.

Beyond this, Hollywood's global audiences buy many other American products, subject to limitations imposed by their pocketbooks and by import controls varying from country to country.

Between Elvis Presley and blue jeans, Audrey Hepburn and bouffant ("My Fair Lady") blouses, and Doris Day and vanity tables there are often obvious connections. A recent survey among U.S. foreign service and commercial officers overseas prompted specific observations like these:

Stockholm—"Often reaching fad proportions, movie-produced demand for pop records, teen-age sports wear, cosmetics, automobile decorations and accessories are mentioned as examples of items which move rapidly from store shelves after they have appeared in the American movies shown here. Elvis Presley's films not only helped sell his records in Sweden, but also promoted sales of blue jeans, sport shirts, electric guitars and even guitar lessons.

". . . (There is a) trend toward the more feminine touch in household interior decoration, particularly in bedrooms and bathrooms . . . at least in part attributable to . . . Doris Day's films. . . ."

Bern—"An advertising manager for ZLG Zurich, the buying agency for a large group of department stores in Switzerland and Europe, mentioned that his company was working on a sales campaign at Jelmoli's, the country's biggest department store in Zurich, in connection with the launching of the "My Fair Lady" film. Mannequins looking and dressed like cinema actresses Audrey Hepburn in the film, displayed in each window, have helped stimulate the demand for bouffant blouses and old-fashioned attire."

Johannesburg—"Thanks to the image of the United States created by American motion pictures and a resultant effort to capitalize upon this image by both local branches of American advertising agencies and others, one frequently hears and reads such terms as 'America's favorite candy,' and of cigarettes with that 'rich American flavor' or with the 'rich American taste,' and (this) has led to the use of such local brand names as 'Lexington,' 'Gold Dollar' and 'Texan'."

Buenos Aires—"With very high import duties or prohibition on all but necessary raw materials, the importation of American products into Argentina consists for the most part of capital goods. Therefore, practically all consumer demand is sup-

plied by local industry. Nonetheless, many local firms, some of them subsidiaries of American companies, buy American machinery to produce these items.

"Many non-American firms buy American equipment in the belief that only in this way they can turn out the product exactly as it appeared on the screen. This is particularly true of new industries in which local experience is limited. Those responsible for the enterprise do not wish to experiment with untried machines and systems.

"For example, if kitchen appliances have been made famous by American motion pictures, then the plant constructed in Argentina is likely to use some or much of the same equipment used in the States to produce these appliances. This example would also be true of such products as party snacks, sports wear, soft drinks, television sets, etc."

Incalculable

But all is not as clear as the stars' hand- and foot-prints in the wet cement in front of Grauman's Chinese theater in Hollywood. Much the larger part of American filmdom's influence on the sale of U.S. products abroad is not measurable in dollars and cents or volume of goods sold. Nevertheless, the influence is immense and, indeed, is regarded as sinister by this country's ideological opponents.

Competitors, however, may take some consolation from the fact that Hollywood-stimulated consumer expansiveness may benefit them as well as U.S. producers. In Switzerland, for instance, Jean Haecky of Jean Haecky Import A.G., Basel, reports that cocktail parties given by his firm in connection with the release of United Artists films have "surprisingly" created demand for British drinks.

The reason, he thinks, is that "in most American motion pictures showing people drinking alcohol the connoisseur identifies the typical shapes of Johnny Walker or even Vat 69 bottles, rather than those of American bourbon"—leading him to inquire, "Does this mean that American motion-picture producers have a predilection for Scotch?"

The opposite kind of effect was observed in South Africa, where the showing of the British-made but partly U.S.-filmed "Goldfinger" prompted a local businesman to telephone American consular officials and ask for the name of the manufacturer of an automobile-scrapping machine shown in one scene of the movie.

Fiction, truth

Taking into account "surprise" factors like these and a host of imponderables, the findings from 16 countries included in the survey roughly suggest this conclusion: Movies, even romantic ones, are part of life and affect the behavior and buying habits of people, with the greatest influence exerted by Hollywood as the center of the industry.

"American motion pictures," says the report from Johannesburg, "have undoubtedly been important in the successful introduction of supermarkets, the promotion of American-manufactured or American-styled sports clothes and other fashions"—even if they have sparked local witticisms such as, "If you want to cough like a cowboy, smoke a Texan."

The gain in Spain falls mainly in the realm of imported U.S. manufactures (clothing, appliances, etc.), with specialty lines like cowboy clothing selling among portions of the population addicted to "period piece" Western movies. Films about contemporary American life might stimulate sales of such items as automobiles, were it not for rather strict import controls.

U.S. culture is a pervasive force in Venezuela, a fact noted both by friends of the United States and those who decry its influence. "There can be no doubt that American motion pictures have played a role in the wide Venezuelan preference for U.S. styles in music, clothing, home furnishings and other culture forms," says the report from Caracas.

Long-term effects

Morocco presents an example of a society undergoing modernization, with American films exerting what observers call "a long-term effect on demand for American products." But they add: "Since almost all films in Morocco are dubbed in French, an unsophisticated audience might well be unaware of the country of origin of products shown in an American film."

Consumer tastes and exchange controls have limited the American commercial presence in Algeria largely to the ubiquitous blue jeans, rock-and-roll and jazz music, tied to a film fare consisting mainly of old western, gangster or war movies. American exports are mostly industrial equipment and Food for Peace shipments, "although many French home appliances could be regarded as U.S.-inspired."

In Iraq, there is reportedly many a slip "between the moment when a new demand is felt and the day when an import license has been secured and the goods can actually be made available at the point of sale." Import quotas further inhibit "the sales energy of the Iraqi merchant and the posibility of his diversification into new lines," limiting the amount of business "he could hope to extract from a movie publicity windfall."

Nevertheless, American films lead in popularity and moviegoers—almost exclusively male by Islamic custom—sometimes telephone a motion picture exhibitor to inquire about automobile models seen in a film.

Pent-up

The heyday of film-fad buying of American products in Greece was reached in 1953, when wartime and post-war licensing and exchange controls were removed by the Government. The buying rush to satisfy pent-up consumer cravings —created in part by motion pictures— tapered off during the vigorous economic expansion of the next few years when domestic industry sprang up to meet the demand.

But the Greeks are a great movie-going people—some 70 million 1963-64 box-office sales were made in Athens-Piraeus-Thessaloniki, with a total population of 8½ million—and they "like to see what other people wear, use and live in, particularly within the country most of them think is the most economically and industrially advanced in the world."

In many lands Hollywood-influenced mass buying-energy lies simmering beneath the surface and may some day find release.

Brazil's tariff and non-tariff barriers severely limit the market for U.S. consumer goods such as automobiles, kitchen equipment, clothing, toilet articles and air-conditioning units, but "as motion pictures portray the average American home equipped with 'inexpensive' gadgets and other conveniences, they tend to create frustrations not easily satisfied."

At the same time, Brazilian law increasingly welcomes foreign investment. "Therefore, the export stimulated by the creation of new tastes through motion pictures and other media is more likely to be capital, technique, and skills."

In Pakistan, consumer-goods markets are held down both by import curbs and low per-capita income, largely cancelling out the movie-induced general interest in items like cosmetics and toilet goods, office furniture and equipment, ladies' clothing, and plastic products. The greatest effect of American motion pictures has been "to stimulate local industry to become progressive in expanding the variety of design and color in its products, especially with reference to interior decoration."

The United Arab Republic's highly restrictive and centralized import system, prevailing since 1961, has prevented ful-

fillment of "an ever-increasing demand for American goods in the UAR," substantially traceable to the impact of U.S. films. Individual consumer preference for many American products appears to have heightened, "but this has had little to do with the selection of goods for which import approval has been granted."

In Poland, a giant among Eastern-bloc European countries, American products are held in high repute but motion pictures currently can "have no effect on actual imports from the United States, which are determined solely by state-run foreign trade companies within the context of a planned economy."

And so the story goes, around the earth. Hollywood, under varying conditions, is a force to be reckoned with both for its own creations and for the actual or potential "tie-in" sales. As governments allow for freer trade, the contributions of America's film industry will become even more colossal, stupendous and amazing.

Meeting of western executives offers variety of proposals on payments balance, more trade

President's voluntary program endorsed, action urged on East-West trade, export controls, selection of aides

Unanimous support for President Johnson's voluntary balance of payments program was voiced by the Western International Trade Group, meeting at Mountain Shadows, Scottsdale, Ariz., April 29-30.

On the question of East-West trade, 82 members representing business, industry, finance and shipping in Arizona, Utah, California, Oregon and Washington urged the Department of Commerce to work for expanded movements of nonstrategic commodities to eastern Europe, and to place emphasis on trade missions and the National Exhibits Trade Fair Program.

Some participants in the meeting saw a need for clarification of a number of points in the balance of payments program, particularly on the question of types of investment which might be exempted from the voluntary 105% limit on foreign loans by U.S. commercial banks.

A larger proportion of the national export expansion effort should be devoted to Commercial Exhibit, Sample Display Service and Mobile Trade Fair programs, members agreed.

While acknowledging a continued need for export control on national security grounds, the group held that export-license requirements on a wide range of commodities going to friendly countries serve as a definite deterrent to expanded trade.

The Western group recommended:

- That the Department of Commerce encourage exporters to meet growing Russian competition for markets in western Europe, Asia, the Far East, Africa and Latin America.
- That the U.S. Government stick to its position in opposing preferential trade treatment sought by developing countries.
- That more industry-organized, Government-approved trade missions be undertaken, leaving the Department of Commerce free to put major emphasis on official U.S. Trade Missions to strategic areas.
- That the Department of Commerce be given autonomy in selecting personnel and operating commercial and economic sections of consular and diplomatic posts.

Eugene M. Braderman, director of the Bureau of International Commerce, expressed appreciation for the support given by the Western International Trade Group to BIC's current greatly intensified export-expansion efforts.

ROAD EQUIPMENT

Producer of diesel motors for tractors, locomotives, and for marine applications seeks a merger or joint venture to make road graders, levelers, planers, carts, road material spreaders and power shovel excavators.

Write: S.A. Moteurs Moteurs Moes, Waremme, Belgium. WTD.

Arizona seminar cites trade gains

Firms which know how to utilize old war birds or to enjoy perpetual summertime were cited last week as typifying "the kind of ingenuity and enterprise that make Arizona the fastest-growing export State."

The occasion was a banquet meeting during the Third Foreign Trade Seminar at Arizona State University in Tempe. The speaker was Eugene M. Braderman, Deputy Assistant Secretary of Commerce for International Commerce and director, Bureau of International Commerce.

"Three Arizona companies," he noted, "make a business of buying B-26 bombers and other old 'war birds' and converting them into passenger and trainer planes. They tear them down, rebuild them piece by piece, and sell the converted craft abroad. Their best customers are the governments of newly developing nations."

Summertime

Describing operations of a firm which has learned to make the summer sun work for it around the world, Braderman said:

"In Phoenix you have a company making air coolers—the Wright Division of the Midland-Ross Corp. . . . Many plants in the industry drop workers from the payroll in the slack winter season, but not the Phoenix plant. This company has built up export markets in countries where it's summer when it's winter in Arizona. The result: stable, year-round production, employment and profits."

These and comparable accomplishments by many other firms, the BIC director continued, provided the groundwork for Arizona's remarkable 1962-63 export gains and the "bonanza" results of 1964, with rough figures indicating that at the very least Arizona did a $140 million business abroad in farm and factory products—not including export sales of copper ore, molybdenum concentrates and other extractive-industry products.

With extensive transportation facilities, a far-reaching banking network, flourishing world trade seminars, Department of Commerce and other export-stimulating services, Arizona, according to Braderman, is only lacking in one potentially useful service—that of the combination export manager (CEM).

"As Arizona's dynamic businessmen are well aware," he said, a CEM can do a lot to boost export sales and earnings. I feel confident that they will succeed in their drive to bring one or more into this export-minded community."

Senate confirms Trowbridge for Commerce post

New Asst. Secretary for Domestic and International Business is old hand in overseas business activities

The Senate on April 28th confirmed President Johnson's nomination of Alexander B. Trowbridge of New York City as Assistant Secretary of Commerce for Domestic and International Business.

Mr. Trowbridge, a 35 year old business executive, succeeds Thomas G. Wyman who resigned to return to his business associations in New York City.

TROWBRIDGE

The new appointee will assist Secretary Connor in the administration of the Commerce Department's responsibilities concerning industry, trade, investment, and related economic matters in the domestic and international fields.

A native of New Jersey, he was until his appointment a resident of San Juan, Puerto Rico where he served as President and Division Manager of the Esso Standard Oil Company of Puerto Rico.

He is a graduate of Phillips Academy, Andover, Massachusetts and a cum laude graduate of Princeton University in the class of 1951 where he majored in the Woodrow Wilson School of Business and International Affairs and received the Gale F. Johnson Prize in Public Affairs. During his undergraduate summers he served first as a member of the International Intern Group at the United Nations headquarters and, subsequently, as Assistant to Congressman Franklin D. Roosevelt, Jr., now Under Secretary of Commerce.

Trowbridge was commissioned a 2nd Lieutenant in the Marine Corps in 1952 and served for a year as a platoon leader and tactical air observer in the First Marine Division during the Korean conflict. He was awarded the Bronze Star for his service. He is presently a Captain in the Marine Corps Reserve.

He has been employed in the overseas operations of several petroleum companies in the Philippines, Cuba, Panama, El Salvador and recently Puerto Rico. He has written about his overseas business experiences as a contributor to "The Overseas Americans" by Harlan Cleveland and "Spearheads of Democracy—Labor in Developing Countries" by George C. Lodge.

Brookings shows government how business works

Federal executives spend 2 weeks in New York, Pittsburgh being briefed on corporation problems

The Brookings Institution, which has been bringing businessmen to Washington to learn how government operates, has announced a program to acquaint government officials with how business operates.

For two weeks, beginning today, May 10, it will take 26 top federal executives to New York and Pittsburgh to meet with business leaders. Through seminars, briefings by company spokesmen and academic specialists, visits to plant and research installations, government officials will be given an opportunity to get a better understanding of:

- The operations and problems of major U.S. corporations
- The day-to-day responsibilities and motivations of corporate executives
- Business-government relationships
- The role of business in national life.

The pilot venture is part of the Brookings Advanced Study Program which seeks to create better understanding among leadership groups in various walks of life.

Firms cooperating are: Aluminum Company of America, American Telephone and Telegraph Company, The Chase Manhattan Bank, Consolidated Edison Company, Dun and Bradstreet, Inc., General Electric Company, Gulf Oil Corporation, H. J. Heinz Company, Koppers Company, Inc., International Business Machines Corporation, Mellon National Bank and Trust Company, Pittsburgh Plate Glass Company, Railway Express Agency, Rockwell Standard Corporation, Standard Oil Company of New Jersey, and United States Steel Corporation.

Among the many seminar speakers are the following on subjects of interest in the international field:

Long Range Planning for Domestic and International Business by Edward J. Gornowski, Deputy Manager, Coordination and Planning Department, Standard Oil Co., (New Jersey).

Business-Government Teamwork in Meeting Overseas Security Problems by A. L. Russell, Security Administrator, Standard Oil.

U.S. Government Policies and Private Foreign Investment by Emilio G. Collado, Vice President, Standard Oil.

Role of the Commercial Bank in World Finance by Wolfgang Schoellkopf, Associate Economist, The Chase Manhatten Bank.

Expansion Abroad by David Rockefeller, President, The Chase Manhatten Bank.

Government Relations Problems Around the World by Claude C. Wild, Jr., Director of Government Relations Department, Gulf Oil.

Domestic and Foreign Competition in Steel Products by Leslie B. Worthington, President, United States Steel Co.

Managing Overseas Operations by J. F. Allen, Executive Vice President, International Operations H. J. Heinz Co.

TURKISH STEEL MILL

The Eregli Iron and Steel Mill, costing over $250 million and financed in part by the largest single U.S. Government loan ever made for an industrial project overseas, began full operations the last week in March in Turkey.

Eregli's rolling mill, utilizing imported steel from the U.S., has been in production since November. Initial foreign exchange savings are expected to be about $35 million a year since all of the country's needs for flat rolled steel products were previously imported (primarily from Europe.)

Forum on agriculture, world trade planned in San Francisco

May meetings scheduled by area Chamber, University of California

California, a State that is a leader in agricultural production, also is a leader in world trade.

San Francisco area businessmen had this in mind when they began planning a forum aimed at stimulating sound thinking about a variety of trade concepts and problems.

On May 17-20 at the Fairmont Hotel, the World Trade Association of the San Francisco Chamber of Commerce and the University of California (Davis, Calif.) will present an International Symposium on Agriculture and World Trade. Edmund G. Brown, Governor of California, has been named as honorary chairman. Jesse W. Tapp, Director of the Bank of America, and Emil Mrak, Chancellor of the University of California at Davis, are to be the co-chairmen.

Sessions will include talks and discussions on agricultural trade among developed nations; factors that will determine the future of international agricultural trade; effects of agricultural trade policies of more developed nations on less developed nations; trade with the Soviet Union and nations of Eastern Europe; and the role of air freight in agriculture.

From near and far

Principal speakers will be Berend Heringa, Assistant Director General, Agricultural Directorate, European Economic Community; Mrs. Dorothy H. Jacobson, Assistant Secretary of Agriculture for International Affairs, U.S. Department of Agriculture; Jose C. Cardenas, Adviser to the President, Inter-American Development Bank; Lord Ebbisham, Chairman, Blades, East, and Blades, Ltd., London; and Harold Graham, vice president, cargo sales, Pan American Airways.

Panelists are to include Victor Brorson, Deputy Secretary of Agriculture, Copenhagen; Bernard Norwood, Office of the Special Representative for Trade Negotiations, Washington, D.C.; Yoshio Ohkawara, Embassy of Japan, Washington, D.C.; F. R. Wilcox, retired general manager, Sunkist Growers, Inc., Pasadena; Bernard T. Rocca, Jr., president, Pacific Vegetable Oil Corp., San Francisco; E. Olusola Sanu, Counselor of the Permanent Mission of Nigeria to the United Nations, New York; Gregory Grossman, Professor of Economics, University of California, Berkeley; Jay H. Cerf, Chamber of Commerce of the United States; and Loren Johnson, executive vice president, Continental Grain Co., New York.

The 38th annual World Trade and Travel Week banquet will be May 19.

U.S. Mission to visit Colombia's industrial centers in May, June

A 7-man U.S. Building and Investment Mission is taking off for a month's tour in Colombia.

The group, planning to return June 5, expects to bring back a variety of proposals from businessmen there. These leads will be published in INTERNATIONAL COMMERCE.

Colombia's developing economy and growing industrial capacity offer a range of opportunities. The Commerce Department Mission will promote U.S. private investment through joint ventures and licensing agreements which will stimulate greater interest in U.S. machinery and equipment, raw materials, and components.

The members are taking with them into the principal industrial cities of Bogota, Cali, Medellin, and Barranquilla a substantial number of specific proposals of U.S. firms, in an effort to develop direct business contacts with Colombian companies.

100 U.S. firms there

At the end of last month, the Mission attended an intensive 4-day briefing session by the Commerce Department's Bureau of International Commerce (BIC) in Washington. The group was told by BIC trade specialists that more than 100 U.S. firms already are manufacturing a wide range of products in Colombia. Both the Colombian Government and business are receptive to foreign private investment to promote the country's industrial development and no restrictions are imposed on the entry of capital or the remittance of earnings.

Confidence continues in Colombia's long-term economic growth prospects, U.S. Government officials reported, and businessmen have an excellent opportunity to make important contributions to Colombia's development under the Alliance for Progress.

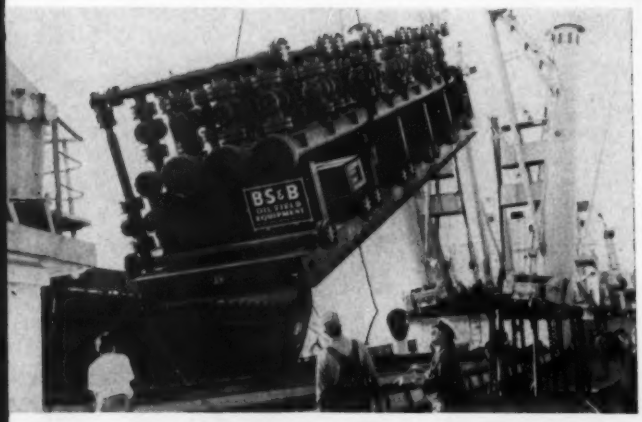
Business members on the Mission include: Lee Carter, vice president, R. W. Booker & Associates, Inc., St. Louis, Mo.; Richard L. Eberharter, president, Eberharter & Gaunt, Seattle, Wash.; Wayne W. Gaskins, Western Forest Industries Association, Portland, Oreg.; Martin E. Hearn, associated with Florida Field Report, Winter Garden, Fla.; and Fernando S. Leon, Bay City, Mich., formerly vice president and director, Forel Equipment Corp., New York, N.Y.

Commerce Department members on the Mission are Bradley Murray, Mission Director, and Herbert A. Lindow, Trade Development Officer, both of BIC.

IN WASHINGTON before departure for Colombia, Trade Mission meets with Commerce Secretary Connor (seated, center) and BIC Director Braderman (standing, left). Murray (seated, left) is head of Missions.

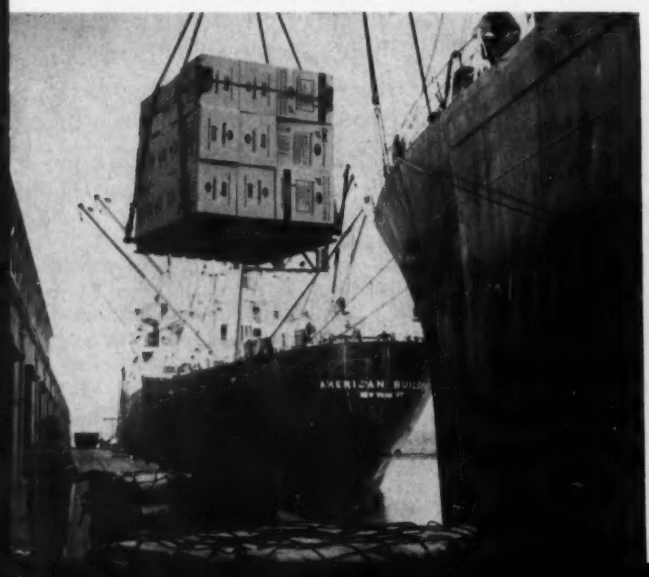
U.S. goods go abroad

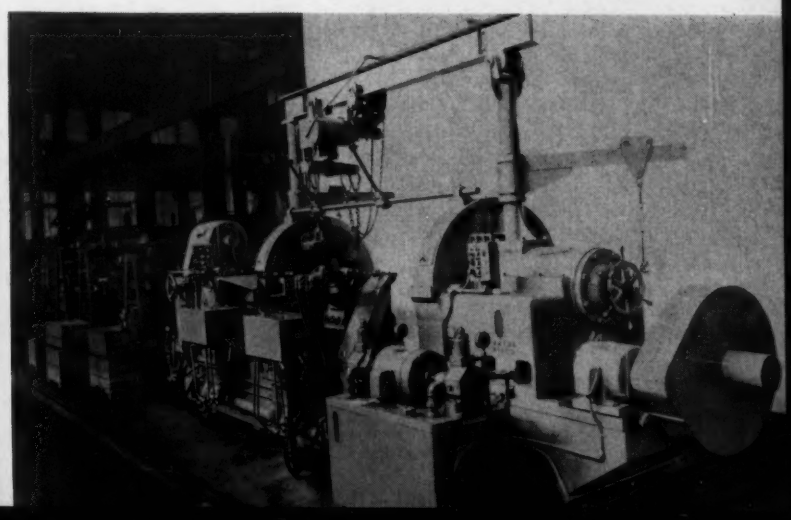
A STEEL MILL FOR BOMBAY was shipped through the Port of Baltimore recently by the Steel Improvement & Forge Co. of Cleveland for the Bharat Forge Co., Ltd. of India.



OIL FIELD EQUIPMENT FOR ABU DHABI from Oklahoma via Houston, Tex. (Below) Part of an 800 ton shipment of seed going from Ohio to Germany. It is the O. M. Scott Co.'s first export venture.

PINEAPPLES FOR JAPAN (above) and a car wheel lathe for Vietnam (below). The 10,760 cases of fresh pineapples were shipped from Honolulu and Simmons-Niles shipped the 42 in. Niles lathe for the South Vietnam railroad industry.





AMBASSADOR EDWIN O. REISCHAUER, right, and Saichiro Kaneko learn about a decollator from Moore Business Forms. Kaneko is the chairman of the Japan Business Efficiency Association.

A COMMON SIGHT at the show was to see Japanese trade visitors avidly watching actual demonstrations of the machines—this time a ledger card accounting model shown by IBM.

STARS IN JAPAN

Business machine show

Live performance superior to reading about machines in magazines, newspapers

TAPE WRITING equipment at the Dymo display is examined by Roy Hiroshige, second from right, of Davenroy Linen Supply Co., Tokyo, and Yukio Sasaki, right, of National Linen Supply Co., Tokyo.

"We see various types of business machines advertised in magazines and newspapers, but it's only through shows like this that we get to examine the machines first-hand. This has been a most useful visit.

"I am specifically interested in document copying and data processing equipment. I found several interesting systems at this show."

These were the reactions of two Japanese businessmen, M. Kitano of the Yamashita Steamship Co. General Affairs Department, and E. Saganuma, Export Department of Komatsu Manufacturing Co., Ltd.

The show they referred to was the business machines show, which returned for an encore to the Tokyo Trade Center. The first show was held Jan. 21-Feb. 7, 1964.

"Stars" of the current show appeared to be the highly sophisticated business machine systems, including such equipment as Remington Rand's UNIVAC 1004, IBM's magnetic tape 72 typewriter and model-6400 magnetic ledger card accounting machine, the Burroughs Corp.'s high-speed accounting machine, and the Friden System, incorporating a Flexowriter, card reader and accounting machine.

A steady drizzle on the April 20 opening day failed to "stop the show" and more than 500 trade visitors were registered by mid-afternoon.

Twenty U.S. business machine companies took part and reported numerous inquiries about their products, with questions mostly about performance, price and availability. The show ended April 28.

The seven-day show was opened jointly by U.S. Ambassador Edwin O. Reischauer and Saichiro Kaneko, chairman of the Japan Business Efficiency Association.

'Unusual' show

Reischauer called the show an "unusual" one, the first "to be repeated" at the Tokyo Center. He said "it underlies the fact that business machines are an important link in the economic ties between Japan and the United States."

Kaneko said more and more Japanese companies are using modern business machines to step up productivity and efficiency. The show would "certainly stimulate Japanese interest in business machines of all types," he said.

TRADE VISITORS GIVE their fingers a workout on the Underwood standard model typewriters on display at the U.S. business machines show at the Trade Center in Tokyo. The week-long show opened on April 20.

THE BURROUGHS CORP. accounting computer drew many a glance from opening day visitors.

AN EXHIBITOR'S representative, at left, explains the capabilities of the same Burroughs machine.

AT THE IBM display, visitors cluster around a magnetic tape typewriter and ledger card accounting machine—both highly advanced products.

UNITED KINGDOM

Not out of the woods yet

Austerity measures cut markets for some U.S. goods, but machinery sells well

American exporters will have to follow developments in Britain very closely in the months ahead in order to properly evaluate their sales position in this highly competitive market according to the Bureau of International Commerce.

Recent British Government measures, including the stringent new budget, aim to curb home demand and cut down the total volume of imports.

However, the drive to improve the U.K. competitive position through industrial modernization continues to offer opportunities for sales of advanced machinery and equipment. American exhibitors reported a keen interest in their products by British buyers at the recently opened London International Engineering Exhibition.

The lowering of the import surcharge barrier to 10% (effective April 27), and the estimated 3½% increase in GNP in 1965 should also affect U.S. export plans.

A BRITISH TECHNICIAN looks over the automatic control system at Thames Board Mills in Purfleet, England, which works in conjunction with a new board making machine. England's push to modernize her industries is opening bright sales opportunities to U.S. makers of automatic equipment.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

The U.K.'s GNP rose to $80.4 billion in 1964, an increase of 5½% in real terms. Both consumption and investment spending were at record levels, the unemployment rate was about 1.5% and a year-end survey showed that businessmen planned to expand investment for 1965 by 10%.

Yet industrial production remained stagnant during the first eight months of 1964, registering a slight increase only during the last months, while wages and salaries increased faster than productivity. But foremost was the balance-of-payments deficit, which amounted to $2.08 billion for the year—a current account deficit of $1.04 billion plus a similar net long-term capital outflow.

The principal factor in the large deficit was the excess of imports over exports —a deficit of $1.4 billion in 1964 compared to $137 million in 1963. Large net long-term capital outflows also aggravated the deficit, largely due to an increase in private investment overseas.

U.S. has banner year

Demand for American goods was excellent during the year. U.S. exports to the U.K. were substantially higher in 1964, with marked increases in shipments of industrial machinery and non-ferrous metals.

U.S. travel promotion activities in the U.K. fostered an increase of almost 35% in British tourist and business travelers entering the U.S. in the latter half of 1964, compared to the same period of 1963.

After a significant rise in the first half of 1964, imports leveled out at a high rate in the second half; the total for the year was $14 billion (f.o.b.), 15% above 1963. About one-third of the increase reflected higher prices and the remainder was due to greater volume.

The import surcharge did not noticeably affect imports in November and December, though some of the import increase during September and October may have been due to an inventory build-up in anticipation of a government move to reduce imports. Tight supply position and rising domestic demand—especially in housing and cars—attracted goods from abroad; the inability of British industry to satisfy this rising domestic demand partially explains the significant increase in imports.

Imports of food, beverages, and tobacco accounted for 32% of the total; manufactures (chiefly for further processing), 21%; industrial raw materials, 20%; and finished manufactures, 15%.

Imports from U.S.

British imports of U.S. goods amounted to $1.8 billion in 1964, up 28% from 1963. Machinery imports went up by 46% (machine tools by 62% in the first eight months), and partial figures for scientific and technical instruments show a rise of 47%. This is partially explained by British industry's rising investment in plant modernization and, in particular, by heavy U.S. investments. Sales of consumer goods appear to have risen somewhat, but agricultural commodities improved only slightly. The only abnormal rise noted was in steel imports—over 300%—due to a strike in the domestic industry early in the year.

British exports in 1964, while up modestly over 1963 levels (3% in volume and 4½% in value), slumped in the third

quarter and didn't show signs of recovery until December. The total for the year was $12.5 billion.

The main changes in 1964 stemmed from a pause in the growth of machinery exports and the faster than average growth in exports of road motor vehicles and chemicals. Engineering products accounted for 45% of the total, slightly lower than in 1963. Within this group, exports of machinery formed 25% of total British exports. Exports of road motor vehicles have continued to increase their share, amounting to 13% of the total. Chemicals accounted for 10% and textiles 8%.

British exports to the sterling area increased 6% over 1963, helped by a marked rise in the second half of the year. Exports to Western Europe, North America, and Latin America also grew by 6%, with exports to the United States amounting to $1.1 billion.

Brightest spot

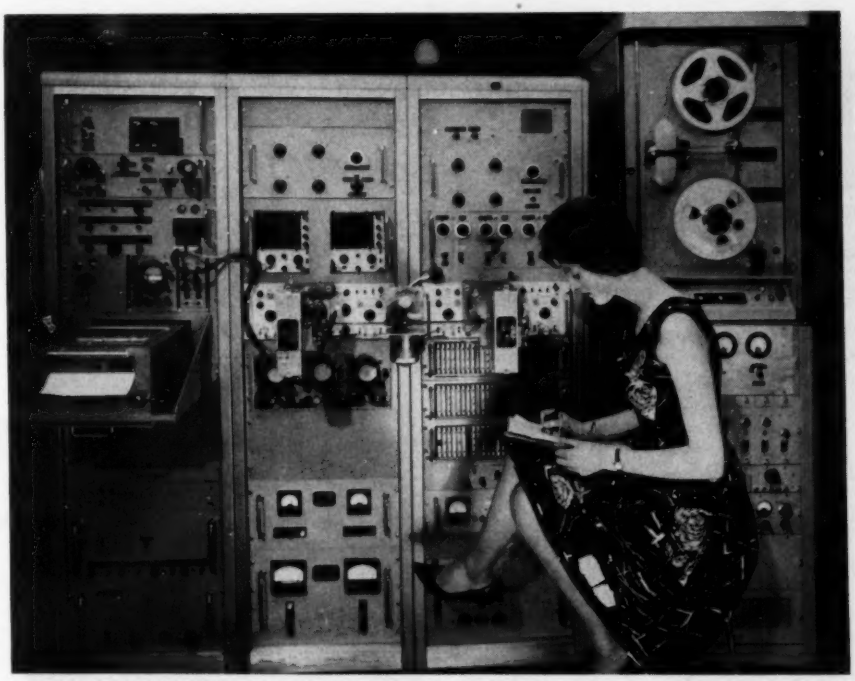
Investment was the brightest spot in the economy. Gross fixed investment was up 16½% (at current prices) from 1963. The rise in spending during the year was spread fairly evenly among different sectors of manufacturing, with chemicals among the leaders. The exceptions were mineral oil refining, metal manufacture and vehicles, where spending was lower than in 1963.

Although the index of industrial production rose sharply from the fourth quarter of 1963 to the first quarter of 1964, it remained stationary in the following two quarters and advanced again only in the fourth quarter. For the year as a whole, industrial production was 7½% higher than 1963.

The automotive industry produced a record 1,867,000 cars and some 400,000 commercial vehicles. Engineering output rose by 8½% compared with 2½% the previous year. The main factor accounting for the rapid growth in the engineering industries was the substantial rise in investment during the year.

Despite the Steel Company of Wales strike, steel output reached a record 26¼ millions tons, utilizing 88% of production capacity. The rise in output in general chemicals and oil refining was just under 10%. After declining for the last 10 years, the textile industry had a good year; with output 6% higher than 1963.

March 1965 unemployment figures estimate that only 1.5% of the labor force is out of work, indicating that the heavy demand for labor in 1964 continued into 1965. Low unemployment figures persisted throughout 1964, despite a static production index.



PROCESSING EQUIPMENT spouts data from Great Britain's Alouette satellite at a radio research station in Buckinghamshire. U.S. machinery sales to the United Kingdom are up despite the import surcharge.

An important gain in labor's drive for shorter hours in 1964 was an agreement to grant a 40-hour week (a reduction of 2 hours) next July to 3 million engineering workers, to coincide with a similar previous concession to the closely-allied shipbuilders. The agreement is for a term of three years and will add about 6% a year to the total wage bill. Other significant negotiations covered dockers, postmen, railwaymen, Post Office engineers, and government employees.

Favorable weather conditions combined with increased acreage to produce a bumper 1964 grain harvest. Latest estimates indicate that wheat production was 20% higher than 1963 and barley was up 12%, while oats production was down because of reduced acreage.

At the end of 1964 the National Farmers' Union issued a major policy statement urging the Government to encourage greater U.K. self-sufficiency in agricultural products.

Austerity budget

In an effort to cope with serious internal and external economic problems, the new budget presented to Parliament on April 6 includes a number of measures designed to trim rising domestic consumption, improve Britain's competitive position, narrow the serious deficit in the nation's external trading accounts, and strengthen the pound.

The new tax measures include: increased excise taxes on tobacco and spirits; increased vehicle license fees; a new capital gains tax, and a new corporation tax, scheduled to take effect next April, with a rate as yet undetermined, but probably not over 40%. The new corporate tax is designed to encourage domestic investment through increased re-investment of earnings, since dividends will then become subject to the income tax. A rise in the basic income tax rate to 41.25% from 38.75%, announced last fall, went into effect on April 6.

The new tax increases are expected to dampen consumer demand by at least $600 million, and combined with last fall's tax increases, should cut demand by over $1 billion.

The budget also aims to stem the outflow of an additional $280 million of capital a year by tightening rules which allow investment outside the sterling area. British residents who sell foreign securities abroad will also have to convert 25% of the proceeds into sterling. Closer supervision of foreign exchange for travel has also been established.

AREQUIPA, Peru's second city, offers a market of about 200,000 persons, fantastic scenery, and a highly favorable investment climate for U.S. businessmen.

It's got a lot to offer

Southern Peru wants more investors, and gives the benefits to prove it

By GEORGE C. MITCHELL
U.S. Consul, Arequipa

Potential U.S. investors in Peru should investigate the whole country, and not confine their pre-investment surveys to the Lima area.

MITCHELL

Southern Peru has a lot to offer, including the nation's second largest city, tax concessions, plentiful and industrious labor, and a history of successful operations by U.S. firms already located there.

Few industries and little competition exist there, and the Government is making considerable effort to provide the necessary infrastructure which will draw new industry to the area, including the construction of industrial parks. Labor is plentiful, and there are indications that labor conflicts are diminishing.

American firms already located there are making profits and constantly expanding personnel and physical plant. The cities of Arequipa, Tacna, Cuzco, Puno and Juliaca are making special efforts to attract industry.

With some 3 million inhabitants representing 25% of Peru's total population, Southern Peru accounts for only 6% of the country's national income. This wide discrepancy between population and earnings is one indicator of the large development potential in the area.

SOUTHERN PERU has a large number of skilled artisans who would be attracted to new industrial plants. This man works in a small furniture factory.

Eleven irrigation projects are under study or in the process of construction in the Arequipa Department. One of these, in the Majes plains, comprises a 386 square mile project, costing $150 million. An $8 million cement plant is under construction by a German firm about 13 miles outside Arequipa, and a whale processing factory, also worth $8 million, is being built along the northern part of the Department of Arequipa's coast.

At Tacna, near the Chilean border, a Japanese firm is carrying out a $40 million irrigation project which will irrigate 37,000 acres and produce 218,000 kilowatts of electricity by 1970.

A giant fertilizer plant is about to be completed by a German firm near Cuzco. In nearby Machu Picchu, an Italian firm has constructed a hydroelectric plant which eventually will produce 120,000 kilowatts of electricity.

U.S. funds are helping to build several roads into the tropical lowlands of Cuzco and Puno. These will open up a vast territory for settlement and the development of agriculture and industries associated with forestry.

The American-owned Southern Peru Copper Corporation, which began mining copper at Toquepala in 1960 with an initial investment of $240 million, is investing several million more in developing nearby deposits of mineral ore. The Andes Exploration Company of Maine, a subsidiary of The Anaconda Company, is also conducting explorations of copper deposits about 12 miles from Arequipa.

Besides planning industrial parks, gov-

ernment-sponsored development corporations in the major cities of Southern Peru are undertaking numerous other projects in housing, water and sewage systems, roads and irrigation, many of which are backed by U.S. funds.

Investment incentives

To spur development, Peru offers certain tax exemptions and other benefits to industries, with special advantages to those located in the Sierra and the jungle regions.

Benefits granted to industries in the highlands—where the cities of Arequipa, Juliaca, Puno and Cuzco are located—include total exemption from import duties and taxes on raw materials, semi-finished goods and new machinery or equipment that do not compete with Peruvian raw materials or products; exemption from all general, special or local taxes for the first 10 years; the right to re-invest 80% of the net profits free of tax for a 40-year period; and other concessions.

Furthermore, a government decree of June 1964, granted additional tax-free benefits for 15 years to all industries locating in the Department of Arequipa.

Hub of the South

Politically, economically and culturally, Arequipa is the leading city of the South. With its population of about 200,000, it is Peru's second city.

Situated between the coast and the upper highlands, Arequipa's strategic location makes it the hub of the South. The city lies just off the southern section of the Pan-American Highway, which unites Lima, the capital, with Moquegua, Tacna and the Chilean border. An asphalt road connects Arequipa with the twin seaports of Matarani and Mollendo, and dirt roads connect Arequipa with the interior highland cities.

The Southern Railway, whose headquarters and shops are located in Arequipa, also links Matarani and Mollendo on the Pacific Ocean with the Sierra cities. From Arequipa, the railway line proceeds to Juliaca and forks there, one branch leading to Cuzco and the other to Puno on Lake Titicaca, where lake steamers carry freight on to Guaqui, Bolivia.

Arequipa is primarily a processing, distributing and commercial center. Raw materials from the vast Southern area are brought for procesing. There are many import and export firms located there which serve as distributors.

The best shops in the South are also located in Arequipa, drawing customers from the surrounding towns and villages.

THE RECENTLY-BUILT port of Matarani serves Arequipa, which is about 50 miles inland. The new port can already accommodate large ocean-going vessels, and further expansion of its facilities is planned.

A semi-autonomous government development corporation, the *Junta de Rehabilitación y Desarrollo de Arequipa* (JRDA), is presently clearing the site for an industrial park to accommodate small, medium or large industry. Cheap and suitable land will be made available to industry on 124 acres which will be divided into 103 lots. Approximately 58 lots will be in use, or ready for use, by the end of 1969, which marks the end of the first phase of the park's development.

The park is being constructed on level terrain about two miles from the center of Arequipa, near the major highway connecting Arequipa with Lima and the rest of Southern Peru, as well as near the Southern Railway and the Chili River. The park will offer installed power, water and sewage, access roads, intercommunication roads within the park and a railroad spur.

Industries wanting to locate in the park will be able to acquire land at low cost, payable over a long period. They also will be able to rent large, multi-purpose factory buildings or standard design factory buildings, or purchase them on an installment basis. About 20 requests have already been made for the location of new industries in the industrial park.

Seven new firms have said they intend to establish plants in Arequipa. The estimated capital of each firm will range from $56,000 to $1,866,000. They will manufacture plastic utensils, explosive fuses, small steel rolling mill products, tops of alpaca, pencils and erasers, nylon filament and dehydrated foods.

A study by the Stanford Research Institute found that the types of industries best-suited to Arequipa are food and related products, textiles, lumber and wood products, paper, chemicals and allied products, rubber, petroleum and plastic products, leather and leather goods, stone, clay and glass manufactures, metal industries and metal products, electrical supplies and such miscellaneous industries as bus and truck bodies, trailers, glues and gelatin, catgut, small mineral concentrating plants, and general machine and service shops.

The JRDA, assisted by a Stanford Research Institute Mission in Arequipa, will help interested industrialists obtain the in-

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

AMERICAN-MADE diesel locomotives haul freight from the twin ports of Mollendo-Matarani to Arequipa, Juliaca, Puno and Cuzco, and via Lake Titicaca to Bolivia. Southern Peru is anxious for more business.

formation they desire concerning the establishment of a factory in Southern Peru, and in overcoming obstacles that may arise. For an investment prospectus, **write** to: Junta de Rehabilitación y Desarrollo de Arequipa, Calle San Francisco 308, Casilla 737, Arequipa, Peru. The cable address is JRDA, Arequipa.

Plentiful

There is an abundant labor supply in Arequipa, as the city is attracting people from the overcrowded sierra. Because Arequipa already has a number of industries, there is some skilled labor available. The artisan class represents a large pool of skilled or potentially-skilled laborers.

There are also a great many persons working in construction and repair services that represent a reservoir of disciplined, semi-skilled employees. The Arequipa worker is noted for being enterprising, adaptable, hard working and proud of his productivity, which is better than average.

Wages and salaries are low. The average daily wage for laborers for all industries is $1.98, and the average monthly salary for white collar workers is $115.

The incidence of strikes has been decreasing during the past two years, but there are no reliable statistics on the number of man-hours lost annually owing to labor disputes.

A regional office of the Ministry of Labor has been established in Arequipa to handle labor problems arising in Southern Peru. The intervention of this office, together with the training of labor leaders, has made the labor force more disciplined, with labor controversies either being avoided or settled promptly.

U.S. firms expanding

U.S. firms in Arequipa and other parts of Southern Peru are undergoing constant expansion of personnel and physical plant. Although their productivity is lower than in the United States and the frustrations are greater because the whole economic and social structure operates at a slower pace, good profits are being realized, as competition is weak or lacking altogether.

Industrial parks are being planned for Tacna, Cuzco and either in Puno or Juliaca. Feasibility studies on industrial potential in these cities are being undertaken, which will be the subject of future reports.

Venezuela issues regulations on motor vehicle imports

Venezuela has imposed new controls on imports of assembled and used motor vehicles, excluding buses and motorcycles, imported as baggage of travelers.

In order to import these vehicles, Venezuela now requires proof that the traveler is a resident of Venezuela, over 21 years of age and has resided continuously outside the country for at least one year.

The motor vehicle must have been in the traveler's personal use for at least 11 months. Proof must be furnished to show that the traveler is the rightful owner of the vehicle and is prepared to post a bank bond for an amount equivalent to twice the declared value of the vehicle in the consular invoice.

U.S. management requested for hotel venture in Senegal

A Senegal businessman would like to discuss the possibility of a U.S. firm leasing and managing a hotel to be built near the center of Dakar in the vicinity of many Government buildings.

Plans for the proposed hotel are subject to the suggestions of the leasing and managing firm.

The hotel is presently zoned for seven floors, but the proprietor believes authorization for 12 floors may be granted if required. Lot size would permit a hotel of 60 to 84 rooms with a view of the ocean possible above the fourth floor.

An original lease of sufficient length to permit the U.S. firm to amortize its investment in equipment and furnishings is proposed. Under Senegalese law a lease of three years gives the commercial tenant the right to renew the lease.

Write: Guy Sanchez-Caizadilla, 22 Ave. Albert-Sarraut, Dakar, Senegal. WTD.

Peru will buy irrigation equipment with IBRD loan

The International Bank for Reconstruction and Development (World Bank) has approved a loan of $11 million to Peru in support of the Government's program to increase the amount of arable land available for settlement and farm production. The loan will benefit the San Lorenzo project for the irrigation and settlement of once arid land on the coast of northern Peru—an area which may eventually involve about 125,000 acres.

Heavy mechanical equipment will be purchased for the operation and maintenance of irrigation facilities and service roads and for the leveling and ditching of land. A comprehensive drainage and salinity survey of the entire project area will be undertaken and, if determined to be necessary, a system of drainage works will be constructed to service the most critical areas.

Experiment stations in the project area will be improved. A training program for the maintenance of equipment will be instituted, a study of marketing problems will be undertaken, and services and equipment will be provided for vocational and artisan schools.

The Bank loan will cover the foreign exchange costs of these works, equipment and services.

U.S. firm to supply generating units for Iran power station

Sale expected to help boost Tehran's power supply system; several U.S. suppliers will benefit

General Electric Co. will supply Iran with two 82.5 megawatt generating units for the Farahabad power station in Tehran.

General Electric will also install the two units and provide the services of Sanderson & Porter of New York to design the new plant and supervise its construction.

The new units will be operated by the Tehran Electric Authority. They are scheduled to be in service in 1967. The addition of 165 megawatts to Tehran's present power supply is expected to assist materially in providing Iran's capital city with a modern power supply system.

Equipment to be supplied will cost about $15 million and will be manufactured by General Electric and other leading U.S. suppliers. The purchase and installation of the units will be financed by a $20 million Export-Import Bank loan to the Iranian Government.

The $5 million balance of the loan will finance dollar costs of engineering services; installation; start-up; training of Iranian personnel both in Iran and the U.S.; and ocean freight and insurance.

Brink's Inc. to open business in Israel

Brink's Inc., which provides armored car delivery for payrolls and operates electronic signal equipment for banks, will open a business in Israel.

The Brink's operation will have a total capitalization of $1 million to $1.5 million. The U.S. firm will finance 70% of the operations, with the remainder backed by Israeli investors.

Nearly 90% of the materials and services will be purchased in the U.S.

The investment resulted from a survey, financed by the Agency for International Development, which studied the feasibility of the Israeli operation.

Stainless flatware

The Tariff Commission has released the report of its investigation into the probable economic effect of the reduction or termination of import restrictions on stainless steel flatware.

Write: Secretary, U.S. Tariff Commission, 8th & "E" Sts., NW. Washington, D.C. 20436.

Firms in 40 states received foreign assistance orders

Industrial firms in at least 40 states received orders during the first three months of 1965 for goods purchased by developing countries through U.S. economic aid financing.

This geographic spread of aid program procurement in the U.S. was shown in a production sampling of the Agency for International Development. The sampling, based on exports directly traceable to the place of production in letter-of-credit type transactions, totaled $98.9 million—only a portion of all AID-financed purchases in the U.S. during this period.

Among the 40 states for which production was reported during the first quarter, 19 states had totals of more than $1 million. New York State lead, followed by Pennsylvania, New Jersey, Texas, Ohio, Tennessee, California, Virginia, Illinois, and Louisiana in the top ten ranking.

Developing nations made the purchases of materials and equipment for development projects or general commodities essential to their commercial growth through credits established by AID, mostly through loans repayable in dollars. Procurement generally is limited to U.S. sources, so that currently more that 90% of AID-financed commodity expenditures remain in the U.S. economy.

POWER DRILLS

Television and radio receiver manufacturer seeks licensing or know-how arrangements for ¼ in. and ⅜ in. power drills and related electric hand tool lines, and ¼ and ½ hp. fractional motors.

Write: Bell Radio-Television Corp., Ltd., 274 Dominion Rd., Auckland, S.2, New Zealand. WTD.

Hong Kong traders lose U.S. export privileges

A Hong Kong trading firm, its two partners and its export manager have been denied all U.S. export privileges for five years for transshipping to the Communist-controlled area of Viet Nam 15 air conditioners valued at $15,000 containing U.S.-origin components.

The firm affected is Jih Hsin Trading Co.; its partners, Li Siu Chow and Chiu Ming Ching, and the export manager, N.G. Wu, also known as N.G. Ng. The sanctions became effective May 4.

The denial order provides that after two years the denied parties may apply for restoration of their export privileges while they remain on probation. The conduct of the parties during the two years will be taken into consideration when they become eligible to apply for probation.

The sanctions were applied following an investigation by the Commerce Department's Bureau of International Commerce (BIC). The violation was committed in February 1964. BIC said that the parties knew or should have known that it was illegal to ship U.S. goods to the Viet Nam destination. The parts had been sent to Hong Kong under a validated export license.

The parties contended unsuccessfully that the components involved—U.S.-manufactured compressors—were secondhand and not subject to U.S. export controls. BIC said that it was immaterial that the components were secondhand and also that the re-exporter was not the original importer from the United States.

All validated export licenses in which the parties have an interest are revoked; the sanctions apply to any of their agents or employees, and other persons are forbidden to engage with them in export operations involving U.S. commodities or technical data while their export privileges are suspended.

LICENSE

License sought for the production of packaging machinery, plastics processing plant, autoclaves and associated hospital equipment, metal strip terminal and processing equipment by manufacturer offering a license for its bakery and paper converting machinery.

Write: T. & T. Vicars, Ltd., Earlestown, Newton-le-Willows, Lancs., England. WTD.

Swedish Parliament enacts new bill to increase general turnover tax

Law also eliminates individual commodity levies; represents shift from direct to indirect taxation

Sweden's Parliament has passed a new tax bill which raises the general turnover tax from 6.4 to 10%, eliminates certain individual commodity taxes, and reduces income taxes for some classes of taxpayers and the personal assets tax.

The tax bill, taken in its entirety, represents a shift from direct to indirect taxation.

It will become effective as law in two sections. All the tax increasing measures are effective July 1. Two of the most important tax reducing measures go into effect Jan. 1, 1966.

Provisions affecting indirect taxes

The most important tax change in terms of revenue is the increase in the general turnover tax, effective July 1. It will not apply to exports and avoids border tax remittance complications.

The increase also will not apply to full extent to Swedish producers' purchases of capital equipment of more than three years expected life, nor to inventories.

Only a 5.4% will be levied on these. This provision will help producers of export goods keep competitive internationally by holding tax cost on purchases of machinery and inventory, which enters costs of production. It will, to a minimum, reduce the effectiveness of criticism leveled by proponents of the value added tax that producers are unnecessarily penalized in having to pay the turnover tax.

The higher general turnover tax will increase consumer prices by between 2 and 3%.

In an effort to make a neater tax packet and do away with scattered taxes not particularly defensible on sound economic grounds and not strong revenue producers, the new tax law will abolish taxes on specific items, e.g., sugar, phonograph records, playing cards and toothpaste.

The gasoline tax is to be increased by 0.05 crown, the equivalent of 1 U.S. cent, to bring the tax on gasoline to 0.43 crown a liter, about 55% of the total price to the consumer for a liter of gasoline.

The tobacco tax is to be increased moderately 0.02 crown per cigarette (less than 1 U.S. cent) and the taxes on perfume, cosmetics, and chocolate which varied from 40 to 60% have all been set at 50%. The tax increase on gasoline and tobacco are to become effective July 1.

Direct taxes

Direct tax changes will result in a modest reduction in the rate of income tax progressivity in the $5,000-$10,000 range for married and $2,000-$10,000 range for unmarried taxpayers (effective Jan. 1, 1966). Working wives will be allowed a greater deduction from taxable income, up to a maximum of $600 instead of $400.

The deduction from taxable income of local income taxes (analogous to U.S. state income taxes) to be allowed when paying national income taxes is to be increased and the minimum asset level at which the so-called "wealth" taxes will have to be paid is raised to approximately $20,000 from the old level of approximately $16,000 (effective Jan. 1, 1966).

The individual payment of the old age pension fee is to be increased. The fee will be taken at 4% of taxable income up to a maximum of about $240 in fees as opposed to some $120 in fees now.

In dollar terms, the changes are expected to bring an additional $165 million annually when the full law is in effect.

Iran issues new paint manufacturing regulations

Iran has issued new regulations covering establishment and operations of paint factories.

These regulations promote use of local raw materials and stipulate that new paint factories must be located beyond a 75-mile radius of Tehran. For further information, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington D.C. 20230.

New law promotes Kuwait's industry

The Government of Kuwait has promulgated a National Industries Law to encourage industrial development within the State both for purposes of domestic supply and export promotion.

The law requires all Kuwaiti industries to be licensed. Those presently in operation must register with designated authorities; and, petroleum companies singly excepted, comply with a requirement that 51% of ownership be held by nationals of Kuwait.

Sponsors of proposed industries must submit license applications to a new Industrial Development Board which will recommend action to the Ministry of Finance, the licensing authority.

With the approval of the Council of Ministers (Cabinet), the Ministry of Finance may then afford the new industry several types of incentives.

Concessions available through the Government for approved industries include a 10-year tax holiday; customs exemptions for imports of materials and machinery; financial assistance for research; priority in obtaining low-interest Government loans; free industrial sites; and "infant-industry" type tariff protection for their products. The law also provides, that in Government procurement, preference be given to domestic manufacturers.

Ecuador promulgates new consular law, fee schedule

Ecuador has enacted a new Consular Law and Consular Fee Schedule designed to adhere more closely to accepted international practice and to supplement the new tariff law.

The most significant provisions are transfer of a previously applied 10.5% ad valorem consular duty on imports to the new consolidated tariff schedule, and the elimination of consular fees applicable to normal services rendered Ecuadoran citizens, i.e., protection, signing-on and signing-off seamen, intervention in arranging freight transportation and passage for passengers.

In most other fields, such as notarials in connection with imports and the issuance of tourist cards, the consular fees remain the same.

Indonesia sets taxes on credit, motor vehicles, TV sets

The Indonesian Government has announced new taxes on motor vehicles and credit and an increase in the tax on television sets.

The motor vehicle tax varies with the make and age of the vehicle, falling most heavily on the more expensive recent models. All passenger-type vehicles, including automobiles, jeeps, pick-ups and Volkeswagen combis, made in 1962 or later are liable to a rate of 10% of the valuation set by the Government, those from 1958 through 1961 to a rate of 5%, and those from 1954 through 1957 to a 3% rate. Earlier models are exempt.

Motorcycles and similar vehicles are subject to a tax of 10% if manufactured in 1964 or later, to a tax of 5% if made in 1962 and 1963, and a 3% tax if made in 1960 and 1961.

A list has been published of valuations determined by the Government. These approximate the current market value for passenger cars and range from Rp. 50 million for a 1964 Mercedes 220 S down to Rp. 2 million for a 1954 Fiat. The tax is due within 90 days of the date the law became effective (March 10) or on the date of transfer of a vehicle from an exempt category to one liable to the tax.

Exemptions from tax

Numerous categories of vehicles are exempt from payment of the levy. These include all Government vehicles, vehicles having diplomatic CD or CC license plates, trucks and buses used in the transport of goods or passengers, vehicles other than sedans which were registered for public transportation on Dec. 1, 1964, certain business vehicles and vehicles owned by organizations engaged in charitable or religious pursuits or care of the sick. Employees of the government and of certain government businesses (including pensioned employees) and members of the armed forces are exempted from the tax, while employees of other government businesses and owners of sedans in use as taxis are exempt from 50% of the assessment. Vehicles owned by government businesses, however, are liable to the full tax.

Effective last April 1, a 2% levy applies to loans by credit institutions except those in the productive fields of agriculture, fisheries, livestock, mining, industry, and transportation.

The monthly tax on television sets has also been increased from Rp. 300 to Rp. 2,000 for imported sets and Rp. 1,000 for domestically assembled sets.

EEC lists tariff quotas for King Crab, other items

The European Economic Community Commission has granted to Germany, Belgium-Luxembourg Economic Union (BLEU) and Italy tariff quotas for certain fish and a few agricultural products imported from non-EEC countries.

Among these quotas, the one referring to king crab is of significant and growing U.S. (Alaskan) export interest. This quota which includes King crab (along with the "Kanasti" and "kegani" varieties, and with pandalus plasticeros japonicus shrimp) is for shipments into BLEU through the Anvers or Ostend customs. Valid through March 31, 1966, it is for a total 90 metric tons of these varieties of crab and shrimp, simply shelled and cooked, frozen or not, at a reduced duty of 3% ad valorem. This in-quota rate compares with a regular BLEU duty of 6%, and the Common External Tariff rate of 20% (CXT 1605—Crustaceans and mollusks, prepared or preserved).

Dutch Government closes New York investment office

The Office of the Industrial Commissioner in the Netherlands Consulate General, New York, was closed May 1, reflecting a Government decision to curtail official activities in the U.S. to attract U.S. industrial investment to the Netherlands.

The decision has been necessitated by the continued labor shortage and increased delays in construction of industrial buildings in the Netherlands.

The Dutch Government stresses that this decision does not imply any change in the open-door policy regarding foreign investment which the Netherlands has maintained for many years. Businessmen interested in establishing subsidiaries, joint ventures or licensing arrangements in the Netherlands, **write:** Royal Netherlands Embassy, Economic Section, 4200 Linnean Ave., NW., Washington, D.C. 20008.

Denmark adopts $2 billion budget

Denmark's Parliament approved a $2 billion budget for fiscal 1965-66 following passage of a counter-inflationary tax program.

The budget provides for a $269 million operational surplus, including about $94 million in unspecified revenue to be provided by legislation not yet introduced. The eventual cash surplus to go into current account with the National Bank will be reduced by loans to local governments and by statutory bond repayments to about $174 million.

According to the Minister of Finance, the Treasury will not spend any of the surplus directly to support the bond market and bring down interest but will leave to the National Bank its traditional task of ruling the money market.

Reserves increased

The adopted budget adds close to $290 million revenue to the original draft and incorporates farm subsidies of $44.9 million; also, unspecified budget reserves are increased from $87 million in the draft to $203 million in the final budget, anticipating well over $145 million in pay and pension escalation.

The new budget is some 20% higher than the previous fiscal year's and stresses indirect rather than direct taxation, although receipts from personal income taxes are up 19%, resulting from application of unchanged tax rates to the 11% higher money incomes in 1964.

There are no obvious changes in expenditures except that public construction is getting a 30% boost. Defense, with the appropriation unchanged from the previous year, gets a reduced share of the total budget.

PERFUME ATOMIZERS

Cross licensing agreement sought with U.S. manufacturer of perfume atomizers. The company sees good sales potential for liquid-tight perfume atomizers and does not expect severe competition. It wishes to supplement its line of atomizers with a good U.S. product and also seeks U.S. licensee for its own perfume atomizers.

Write: Ing. Erich Pfeiffer K.CG., Metal warenfabrik, 7760 Radolfzell a. Bodensee, Josef-Bosch-Strasse 4, Germany.

Pakistani seeks U.S. help in expanding shark-liver oil plant

Karachi import firm proposes joint venture arrangement

A Karachi import firm's plant for extracting shark liver oil offers opportunities for substantial expansion.

The firm seeks a joint venture with a U.S. concern willing to participate with an investment of approximately $200,000. Expansion of the firm's shark liver oil facility, operated in conjunction with a freezing plant for fish, shrimp and lobster, is based on an abundance of sharks in Pakistani waters.

The Karachi firm believes a substantial export market exists for shark liver oil, frozen shark meat and shark fin soup. With few or no facilities available for processing shark meat, skin and fins in Pakistan, an expansion of the shark liver oil facility into these areas appears a natural development.

Added incentive

According to the firm, an added incentive to operators of an expanded facility is the possibility of exporting under Pakistan's Export Bonus Scheme. This entitles the exporter to receive import licenses amounting to about 30% of the foreign exchange earned through exports. Other favorable incentives include exemption of income tax for five years and the possibility of tariff protection.

The firm's managing director is reportedly visiting the U.S.

For further details and a possible interview, **write:** Dr. Mohamed Hussein, Managing Director, Ganisons Industries, Ltd., C/O Seastar Inc., 91 N. Franklin St., Hempstead, New York, N.Y. WTD.

LICENSING AGREEMENT

Licensing agreement sought by a Norwegian mechanical woodpulp mill to expand its activities to manufacture products, semi-manufactures or finished products which involve a further processing of the mill's basic product, woodpulp.

Write: Per Fodnaes, Managing Director, Folla Tresliperi, Follafoss, Nord Trondelag, Norway.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

British Honduras investment survey lists needed projects in pamphlet soon out

A pamphlet "Investment Opportunities-British Honduras" published by the Development Finance Corporation of British Honduras lists 20 industrial opportunities offering profit-making possibilities at this stage of development.

The survey lists opportunities in such areas and industries as a machine repair shop, leather tannery, gray iron foundry and animal feed manufacture. Estimates of the cost of such projects range from $187,000 to $444,000.

Individual studies on each of the 20 listed opportunities are reported under preparation and will soon become available. Information is provided for prospective investors on tax concessions and regulations, labor legislation, communications, and on development incentives being offered by the Government.

Write: The Secretary, Development Finance Corp., P.O. box 279, Belize City, British Honduras.

El Salvador seeks U.S. partner for chemical venture

License, joint venture asked for polyvinyl acetate plant

An El Salvadoran businessman proposes to establish, under a licensing and possibly joint venture arrangement with a U.S. partner, a factory in San Salvador to make polyvinyl acetate from imported monomers.

This polyvinyl acetate will be used in all Central America in the textile and paint industries, and as an industrial adhesive.

The total investment proposed is $140,000 of which $92,000 will be furnished by the businessman and $48,000 is asked of a U.S. partner or stockholder. It is also desired that the U.S. participant furnish formulas under a licensing arrangement and technical assistance.

It is reported that the Salvadoran entrepreneur is well acquainted with all textile plants in the country which use polyvinyl acetate.

Export possibilities

At the present time no factory exists in Central America for the production of polyvinyl acetate. Imports are about 600,000 lb. per year, all from Germany. A factory established in El Salvador could obtain duty free entry of this product into the other Central American countries, and could hope to sell quantities equal to those now imported.

It is reported that the El Salvadoran businessman intends to visit the U.S. in the near future and will be prepared to discuss the venture in detail with interested firms.

Write: Roberto Bukele, Avenida Roosevelt 3222, San Salvador, El Salvador. WTD.

ALUMINUM WINDOWS

Manufacturer of doors and window frames wishes to negotiate a licensing arrangement with a U.S. firm for the local manufacture of aluminum windows.

Write: J. J. Williams, (Murwillumbah) Pty. Ltd., P.O. box 259, Murwillumbah, New South Wales, Australia. WTD.

Karachi construction firm seeks joint venture with experienced tube well driller

A Karachi civil engineering and construction firm, established in 1962, seeks a joint venture arrangement with a U.S. concern having at least 10 and preferably 15 years experience in drilling tube wells and owning or capable of acquiring the equipment to dig tube wells to a maximum depth of 400 feet.

It is believed that at least two rotary rigs and associated equipment with an adequate supply of spare parts will be necessary.

An experienced contractor

According to the firm, it is an experienced contractor, familiar with local working conditions and labor problems, but under existing regulations it cannot qualify to bid on available tube well drilling contracts without affiliation or formal collaboration with an experienced foreign firm.

It is important, however, that the foreign firm, preferably a U.S. concern possess professional experience described in a "Prequalification Questionnaire for Tubewell Construction Firms." A copy of this document is available at the address denoted by a star in the box headed "Investment Assistance."

No meeting necessary

The Pakistani firm summarizes the essential elements of its proposal as contacting a U.S. firm with the proper qualifications and negotiating a mutually acceptable joint venture arrangement. This should involve no meeting of the parties as necessary legal requirements could be executed through the U.S. Embassy in Karachi.

Conclusion of the collaborative agreement would qualify the firm as an authorized tube-well contractor. Not until acceptance of the first tender would such positive action be required on the part of the U.S. partner, as transportation of equipment and a limited number of technicians to Pakistan.

The Karachi contractor is positive it can secure substantial tenders as soon as it is qualified to bid through conclusion of a joint venture agreement with a U.S. driller.

Several thousand tube wells are scheduled to be dug, according to the Pakistani firm, and present tube well drilling contractors are working around the clock.

Write: Commander Construction Co., 629 Muhammadi House, McLeod Rd., Karachi, Pakistan.★ WTD.

Licenses offered to U.S. companies

A Swedish firm offers a license to U.S. manufacturers for production of high power size ratio resistor fabricated by a unique new technique and seeks licenses to make U.S. ceramic based electrical and electronic components.

U.S. licensees are sought by a New Zealand firm to produce its gate with an automatic tripping device.

For the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number.

A manufacturer of ceramic-based electrical and electronic components offers license to U.S. firms on a high power-size ratio resistor fabricated by a unique new technique (patent applied for) which embeds and totally encloses a low-inductance, low-capacitance resistance web in a monolithic core-less element of dense, non-hydroscopic porcelain.

Ratings of 3 to 10 watts are designed to operate to 70°C ambient without derating. Linear derating from 70 to 300°C. Thin flat shape permits close spacing. Dimensioned for P.C. applications. Volume from .028 to .185 cu. in. Resistances from 2.7 to 33,000 ohms.

The firm seeks licenses for complementing electronic components such as capacitors, trimmers and variable resistors, preferably based on ceramic, cermet, glass or deposited metallic film techniques. **File 1267R.**

A small manufacturer wants to license the U.S. production of its gate which may be opened automatically from a distance by passing the wheel of a vehicle over a tripping device or manually by lifting the latch at the gate. **File 1216R.**

Uganda merchant wants U.S. partner in expansion

A Uganda wholesaler-retailer dealing principally in household items including crockery, glassware, cutlery, aluminum kitchen ware and linens seeks a joint venture with a U.S. firm to expand the present relatively small but thriving concern into a business more on the lines of a modern department store.

Technical know-how and administrative advice as well as some capital is requested of the U.S. collaborator. According to the firm, sales have more than doubled since 1960-61 and are estimated to reach approximately $252,000 for 1965.

On the basis of a successful joint venture the plan is to build new premises with 2500 square feet of display space and the same area for storage facilities. At present total space available for both display and storage is about 2000 square feet.

The bulk of the firm's goods are imported from the United Kingdom and Japan with about 5% presently obtained from the U.S. The firm is the exclusive agent in Uganda for specific lines of kitchenware, cutlery, and sporting goods.

The firm's managing director is now on a business trip abroad and plans to visit the U.S. in early June. Prompt inquiries from interested investors might result in a personal interview with this executive during his visit to this country as well as additional information concerning the proposal.

Write: Universal Domesticware Ltd., P.O. box 926, Kampala, Uganda. WTD.

Kuwaiti importer requests cold storage joint venture

An experienced Kuwaiti importer, reported to have sound financial backing, would like to establish a cold storage-merchandising facility in Kuwait on a joint venture basis with a U.S. firm. Management, technical and merchandising know-how and services are sought.

Write: Mustafa Sultan, P.O. Box 665, Kuwait, Kuwait. WTD.

FOODS, FLAVORINGS

A license is sought to produce all types of food flavorings and prepared foods.

Write: Verley Products (Pty.), Ltd., P.O. box 92, Johannesburg, South Africa. WTD.

Seven-acre downtown area to be built in Auckland

The Auckland Harbour Board seeks bids to redevelop a waterside seven-acre area adjacent to the city's commercial center.

No specific construction plan has been decided upon. The Board invites the developer's proposals and plans to include the following:

A department store of not less than 200,000 sq. ft.

A tower office block of approximately 250,000 sq. ft., (of which approximately 50,000 sq. ft. will be used by the Board).

At least 30,000 sq. ft. for an open square.

Facilities to park from 1,000 to 1,500 cars.

The Board specifies the developer will demolish the existing structures and will be granted at 21-year lease on the land for a fixed yearly rental of $53,570. The developer also will have the right to four additional 21-year leases for a ground rental fee to be decided upon with the Board.

The Board announced that although a bidder may offer a premium or other consideration in addition to the rent for the granting of the lease, their principal criteria in making a selection will be "the quality and excellence of planning and design and the economic feasibility of the proposal," and that they are primarily concerned with the form and quality of the development, and that it will require standards of planning and construction which will enhance the city and the port.

Bids should be received by the Secretary of the Board before noon Jan. 28, 1966, with a deposit of $17,850.

The site will be made available to the successful bidder by Nov. 30, 1967, when the bidder will be required to post a $142,857 bond guaranteed by a surety approved by the Board.

Part one of the published two-part prospectus contains general information, outlining basic requirements for the preparation of schemes and submission of tenders, which is available to interested firms located in the U.S. (for review only, not for loan) in the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230.

Part two contains technical data and full particulars of the conditions and terms applicable to tenders, agreement lease tenure and similar matters. It is available for approximately $15 upon request at the New York office of J. Walter Thompson Co., 420 Lexington Ave.

Five bids for highways invited by Saudi Arabia

The Saudi Government Ministry of Communications has invited five separate construction bids, each for a section of the over 3,100-mile major highway program started in mid-1964.

Each section is no more than 93.2 miles and documents are available to prequalified firms for $45 per section, before June 10 from the Roads Department, Ministry of Communications, Riyadh. Interested firms should submit their bank guarantee, or refundable cash deposits, for $111.11 with their documents purchase order.

Firms, who have not prequalified, should submit their full background information to the Ministry before June 1.

June 30 is the due date, and bids will be opened, one section per day, on consecutive days starting July 3.

Four highway sections, designed by the Italian firm Sauti, are on a route from Al-Kharj (Central Province) southwest to Wadi Dawasir, with 78.3 miles of the highway in Section 1 from Al-Dilam to Al-Hawta. Section 2 has 80.8 miles from Al-Hawta to Al-Badeet and Section 3 on toward Al-Laddam, (Kilo 150) a distance of 93.2 miles; and the same distance from Kilo 150 to Al-Khamsa for Section 4.

The fifth section is for 93.2 miles, engineered by Wilson-Murrow, Inc. is for the Buraydah-Shari portion of the Buraydah-Hail Rd.

Republic of South Africa to purchase dam equipment

The Department of Water Affairs, Republic of South Africa, will issue a call for tenders for equipment to be installed at two dams for the Orange River Project.

Equipment to be purchased includes: 13 radial flood gates, 24 vertical lift maintenance and emergency gates, gantry cranes, pen stocks and steel-lined outlets, 26 spherical valves, 26 sleeve discharge valves, and hollow jet valves, as well as control equipment for the above.

A document, giving complete instructions and specifications, is available from the Embassy of South Africa, 3051 Massachusetts Ave., NW., Washington, D.C. 20008; and from S. A. Consulate Generals located at 655 Madison Ave., New York 21, N.Y.; Suite 1616, 225 Baronne St., New Orleans 12, La.; and 360 Pine St., San Francisco 4, Calif.

Applications to bid must be in the hands of the Secretary for Water Affairs, Room 404, Patterson's Bldg., 173 Schoeman St., Pretoria, by June 7.

Chile plans to purchase eight slaughter houses

The Corporation for the Development of Production, Calle Ramón Nieto 920, 8th Floor, Santiago de Chile, has issued a tender for eight refrigerated slaughter houses to be built on a turn key basis in eight Chilean towns. Bid deadline is Sept. 18.

Correspondence with the Corporation must be in Spanish, and bidders must be legally represented in Chile.

A copy of the specifications, in Spanish, is available on short term loan to firms located in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Uruguay extends bid deadline

Uruguay's public utility entity, U.T.E., has extended the bid opening date for construction of their Palmar Hydroelectric Station from May 12 to Oct. 14. (INTERNATIONAL COMMERCE, Oct. 26, 1964, p. 31).

Write: U.T.E., Palacio de la Luz, Paraguay 2431, Planta Baja, Montevideo, Uruguay.

UAR Government to build microwave relay link

The Radiocommunications Administration, Telecommunications Organization, Cairo, has issued tender No. 65/64P Radio calling for the supply and installation of a unidirectional microwave relay link, with a capacity of 36 wideband telephone channels.

The link will serve as standby for an existing cable installation between the Central Radio Telegraph and Telephone Office and the International Radio transmitting station, on the Cairo-Alexandria Desert Rd., a distance of approximately 22 km. The frequency will either be in the UHF or SHF bands, to be determined later.

The multiplex equipment is to be transistorized, wired for 36 channels, but equipped initially for 24, with changeover facilities for switching from cable to radio link.

Bid deadline for this tender is July 6.

Copies of the specifications are obtainable from the General Manager, Radiocommunications Administration, Ramses St., P.O. Box 795, Cairo, UAR.

A loan copy of the specifications is available to firms located in the U.S. from the Electronics Division, BDSA 6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Tunisia calls for bids on acid, refractories

Société Tunisienne de Siderurgi "El Fouladh," 122 rue de Serbie, Tunis, has issued an invitation, with a deadline of May 17, for bids on numerous quantities of clay and nonclay refractories.

Also included are refractory materials for high temperature furnace applications.

A copy of the tender and drawings, in French, is available on loan to firms located in the U.S. from the Iron and Steel Division, BDSA-6380, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4685).

Drainage system planned by Government in Iraq

Baghdad's Ministry of Municipal and Rural Affairs invites bids from firms to construct a drainage system in Baghdad's Waziriyah section, and to supply the machinery for and to construct five pumping stations.

The drainage project consists of supplying and the laying of approximately 31 miles of precast concrete pipes with diameters from nine to 36 inches, and also constructing about three miles of trunk sewers with the internal diameters ranging from 3.6 ft. to 6.1 ft.

Bid deadline for Tender No. 6 is July 8.

Bid terms and specifications are available for $140 per set, plus airmail charges, from the Directorate General of Sewerage Board of the above Ministry in Baghdad or from the consulting engineer's office, John Taylor and Sons, Artillery House, Artillery Row, London S.W.1., England.

A $126,000 bank guarantee issued on an Iraqi bank must accompany the offer or bid submitted.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

● **BURMA**—Tinned sauries or sardines in tomato sauce, 48 x 15 oz. in oval or tall tins, 89,700 cases. Tender No. P2/FPT(2)65 T, bid deadline May 17. Chairman, Peoples Pearl & Fishery Board, Bogalay Bazaar Bldg. (1st Floor), c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

SPAIN—Fresh and/or frozen shellfish and lobster. Ricardo Barber y Suarez de Puga (importer), Calvo Sotelo 11, Valencia. WTD 4/13/65.

204 Grain Mill Products

FRANCE—Compound feedstuffs, feed ingredients, oilcakes. Societe Alfalfa (importer, agent), Vimer, Vimoutiers (Orne). WTD 3/30/65.

208 Beverages

SPAIN—American whiskey. Cherubino Valsangiacomo, S.A. (distributor, wholesaler), 2-16 Vicente Brull, Valencia (Grao). WTD 4/23/65.

209 Food Preparations

NETHERLANDS—Emulsifiers for shortenings used in the manufacture of bread. C. V. Sonneveld & Co., 17 Lelystraat, or P.O. Box 47, Sliedrecht. WTD 4/8/65.

SPAIN—Linseed oil. Industrias Aceiteras Casanova, S.A. (importer, manufacturer, wholesaler), Maria de Molina 3, Valencia. WTD 4/13/65.

213 Tobacco

PAKISTAN—Tobacco for cigars and cigarettes. Requests quotations c&f Karachi. Direct purchase and agency. Sind Trading Co. (importer, manufacturers' agent), 20 Motan Bldg., Bunder Rd., Karachi. WTD 6/21/63.

220 Textile Mill Products

FRANCE—Woolen and mohair fabrics for women's and men's clothing; silk and synthetic fabrics, plain Dacron fabrics, for women's clothing; cotton fabrics for women's, men's, children's clothing; acetate fabrics in the grey. Direct purchase and agency. Societe Herald (importer, agent), 8 rue de la Michodiere, Paris 2. WTD 2/2/65.

222 Broadwoven Fabric, Manmade Fiber, Silk

HONG KONG—Dacron and other synthetic fiber suiting materials for men's and women's garments. Requests replies from manufacturers and exporters. The Wing On Co., Ltd. (department store), 213 Des Voeux Rd., Central, P.O. Box 1508, Hong Kong. Cable: "WINGON". WTD 9/25/64.

223 Broad Woven Fabric, Wool

FRANCE—Woolen fabrics for men's clothing. Direct purchase and agency. Armand & Gaston Levy (importer, dealer), 77 rue de Richelieu, Paris 2. WTD 2/2/65.

Woolen fabrics for men's suits. Direct purchase and agency. J. Bernard & Fils (dealer), 24/26 rue du Roi-de-Sicile, Paris 4. WTD 2/3/65.

224 Narrow Fabrics, Other Smallwares

FRANCE—Elastic braiding; elastic lace; elastic fabrics for girdles, brassieres and other undergarments. Etablissements Chomat-Darnon (manufacturer), 7 Grande rue, St. Julien-en-Jarez (Loire). WTD 4/2/65.

225 Knitting Mill Products

FRANCE—Full-fashioned hosiery for men. Direct purchase and agency. Armand & Gaston Levy (importer, dealer), 77 rue de Richelieu, Paris 2. WTD 2/2/65.

SWEDEN—Medium and low-priced knitted outerwear. AB Uno Stenlunds Trikafabrik (manufacturer), Lilla Brogatan 9, Boras. WTD 4/21/65.

228 Yarn, Thread

FRANCE—Nylon thread. Delasalle-Desmedt (importer, dealer), 99 rue du Marais, Lomme (Nord). WTD 2/15/65.

JORDAN—Fine nylon thread for sheer garments. Nikola Habash & Co. (importers, exporters, commission agents), P.O. Box 1473, Amman. WTD 4/17/65.

229 Textile Goods

GERMANY—New cotton remnants for the manufacture of polishing discs. Requests quotations cif Rotterdam. Intex Industrietextilien H. Burck & Co. (manufacturer, wholesaler), 113 Fuchstanzstr., 6 Frankfurt/Main-Roedelheim. WTD 3/16/65.

THAILAND—Machine felts for asbestos cement; quality, half synthetic; size 30.15 x 1.29 m., substance 1,000 gm./m², 40 kg. per felt; size 20.80 x 1.50 m., substance 1,400 gm./m², 44 kg. per felt. For paper and pulp; size 15,200 mm. x 2,550 mm.; substance 3,500 gm./m²; size 12,900 mm. x 2,650 mm.; substance 600 gm./m². Mettabhand Co., Ltd. (importer, distributor, commission agent), 475/8 Sri Ayudhya Rd., P.O. Box 612, Bangkok. WTD 4/7/65.

230 Apparel

HONG KONG—Men's, women's, children's outer wearing apparel. Requests replies from manufacturers and exporters. The Wing On Co., Ltd. (department stores), 213 Des Voeux Rd. Central, P.O. Box 1509, Hong Kong. Cable: "WINGON". WTD 9/25/64.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

FRANCE—Ready-made suits and coats for men. Direct purchase and agency. J. Bernard & Fils (dealer), 24/26 rue du Roi-de-Sicile, Paris 4. WTD 2/3/65.

232 Men's, Youths', Boys' Furnishings

FRANCE—Men's shirts; men's underwear. Direct purchase and agency. Armand & Gaston Levy (importer, dealer), 77 rue de Richelieu, Paris 2. WTD 2/2/65.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's outerwear such as skirts, sweaters, blouses, slacks. Direct purchase and agency. Harry Sevonius AB (importer, wholesaler, sales agent), Kronstigen 5, Landskrona. WTD 4/12/65.

239 Fabricated Textile Products

PAKISTAN—Parachutes—surplus. Requests quotations c&f Karachi. Direct purchase and agency. Iqbal Husain and Co. (importer, manufacturers' agent), Napier Rd., Karachi-2. WTD 1/26/63.

243 Prefabricated Structural Wood Products

● **GREECE**—Wooden crossarms (pine species or Douglas fir) 142,150 pieces. Pressure treated: creosote, or penta-petroleum. Tender No. DMKD-432, deadline not yet set. Public Power Corp., Purchasing Department, 30 Chalkokondyli St., Athens 102. (Telephone: 202 WO 7-3359).★

HONG KONG—Interior and exterior building construction and decorative materials. Requests replies from manufacturers and exporters. Sun Sun Enterprises (importer, exporter), 712 China Bldg., Queen's Rd. Central, Hong Kong. Cable: "SUNENTER" Hong Kong. WTD 1/12/65.

251 Household Furniture

CHILE—Household furniture, wood, high-class articles. Martonffy & Cia., Ltda., (manufacturers), Calle Mapocho 6144, Santiago de Chile. WTD 12/21/64.

FRANCE—Convertible beds. Direct purchase and agency. Societe Fero (manufacturer), 89 Faubourg Saint-Antoine, Paris 11. WTD 2/24/65.

SWEDEN—Chairs made of light metal for use in garden. Direct purchase and agency. Lemeco AB (importer, exporter, wholesaler, manufacturer, sales agent), Orbyhus. WTD 2/10/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

262 Paper Mill Products

FRANCE—Paper filters for air conditioning panels. Direct purchase and agency. Societe Lautrette & Compagnie (manufacturer), 53 rue Corbier Thiebault, Couvieux (Oise). WTD 2/17/65.

264 Converted Paper, Paperboard Products

CONGO—Paper table napkins, cocktail napkins, toilet tissue. Requests replies in French. S.A.I.V.A. Societe Anonyme d'Importation et de Vente d'Alimentation (importer, retailer), Avenue Foch, B.P. 2017, Brazzaville. WTD 4/3/65.

FRANCE—Wallpaper, including plasticized wallpaper. Direct purchase and agency. Societe Europeenne de Peinture et d'Outillage (importer, dealer), 27-29bis rue Denis-Papin, Ivry (Seine). WTD 2/5/65.

THAILAND—Gummed box-tape, in rolls of 1,000 yds., widths approx. 1½"-4", various substances or basic weights. Requests replies from U.S. West Coast suppliers. Mettabhand Co., Ltd. (importer, distributor, commission agent), 475/8 Sri Ayudhya Rd., P.O. Box 612, Bangkok. WTD 4/7/65.

273 Books

SOUTH AFRICA—Religious books for all age groups. SPCK Bookshop (retailer), 135 High St., Grahamstown. WTD 12/9/64.

276 Manifold Business Forms

● **GREECE**—Blank forms, electric power consumption bills, ledger forms, time sheets, payroll envelopes and withholding tax statements in varying quantities and sizes. Tender No. DOY-58, bid deadline not yet set. Public Power Corporation (DEH), Purchasing Department, 30 Chalkokondyli St., Athens 102. (Cable address: DEH Athens). (Telephone 202-WOrth 7-4115).★

281 Industrial Chemicals

GERMANY—Aminoethylethanolamine, diethylentriamine, other amino-alcohols, methylester fatty acids, fractionated fatty acids. C.i.f. Rotterdam or Hamburg. Direct purchase or Common Market agency. REWO Chemische Fabrik GmbH (manufacturer), 6497 Steinau. WTD 12/18/64.

● **IRAQ**—Aluminum sulfate (alum), 1,000 metric tons, in two equal 500 metric ton shipments, in kibbled form, for water treatment, containing 17/18% water soluble alumina, packed in 100 kilogram double jute bags. Terms and complete specifications may be obtained from the issuing authority for $5.60 per copy, plus air mail charges to the U.S. Tender No. 14, bid deadline May 25. The Director General of Municipalities, Ministry of Municipal and Rural Affairs, Baghdad.★ (Telephone 202-WOrth 7-3468).

● Anhydrous ammonia (gas), standard quality, 25 special steel cylinders containing 150 pounds of gas, each; chlorine gas (liquid form), 99.9% minimum purity, 600 seamless steel cylinders containing 150 pounds of gas, each. Tender notice No. 13, bid deadline May 18. Secretary of Tenders and Purchases Committee of the Directorate General of Municipalities, Ministry of Municipal and Rural Affairs, Baghdad.★ (Telephone 202-WOrth 7-3465).

282 Synthetic Materials

GERMANY—Synthetic resins, stabilizers, emulsifiers, other raw materials for the lacquer industry. Offers should be accompanied by samples and/or analyses. Direct purchase and agency. C. E. Roeper (importer, manufacturer), Klosterallee 74, Hamburg 13. WTD 4/13/65.

NETHERLANDS—Insulating materials such as red vulcanized fiber, sheets and bars; gray fishpaper, sheets; yellow-brown presspahn, sheets; aircraft cable. Technische Handelsonderneming Romal (importer, wholesaler), 12 Plompetorengracht, Utrecht. WTD 4/7/65.

283 Drugs

FINLAND—Fine chemicals, particularly those suited for laboratory and research use; requests full details, price lists, terms; direct purchase or agency. Kemistien Oy (importer, commission agent), Kalevankatu 11, Helsinki. WTD 1/26/65.

284 Soaps, Detergents, Cleaning Preparations

FRANCE—Detergents, cleaning preparations, for household purposes. Direct purchase and agency. Comptoir Parisien des Peintures (wholesaler), 21 rue de la Pierre Levee, Paris 11. WTD 2/12/65.

Cosmetics of all kinds. Societe Stephanie Bowman (manufacturer, dealer), 11 & 19 rue Vignon, Paris 8. WTD 2/2/65.

SPAIN—All types of detergents, industrial and household. Direct purchase or agency. Industrias Aceiteras Casanova, S.A. (importer, wholesaler, manufacturer), Maria de Molina 3, Valencia. WTD 4/13/65.

285 Paints, Varnishes, Lacquers

FRANCE—Paints for buildings. Direct purchase and agency. Societe Europeenne de Peinture et d'Outillage (importer, dealer), 27/29bis rue Denis-Papin, Ivry (Seine). WTD 2/5/65.

Paints, all kinds. Direct purchase and agency. Comptoir Parisien des Peintures (wholesaler), 21 rue de la Pierre Levee, Paris 11. WTD 2/12/65.

287 Agricultural Chemicals

PAKISTAN—Insecticides—Sevin, kelthane; D.D.V.P.; malathion tech on 100% basis; toxaphene; diazinon. Requests quotations c&f Karachi. Direct purchase and agency. Zebpak Eastwest Traders (importer, manufacturers' agent), 47-C/2, P.E.C.H.S., Karachi-29. WTD 4/8/65.

289 Chemical Products

PANAMA—Silver nitrate. Leopoldo Neira, S. A. (sales agent), P.O. Box 1388, Panama, R. P. WTD 4/21/65.

303 Reclaimed Rubber

FRANCE—Rubber waste. Societe Generale de Caoutchouc & Plastiques (SOGECAP) (manufacturer), 13 rue du Dr. Nivet, Clermont-Ferrand (Puy-de-Dome). WTD 4/9/65.

306 Fabricated Rubber Products

FRANCE—Molded synthetic rubber, pipes, resistant to oils, chemicals, high temperatures. Ets. Jean Lagarrigue & Cie. (importer, dealer), 14 rue Lincoln, Paris 8. WTD 2/10/65.

SWEDEN—Bath mats, rubber, for use against slipping. Direct purchase and agency. Lemeco AB (importer, exporter, wholesaler, manufacturer, sales agent), Orbyhus. WTD 2/10/65.

307 Plastics Products

FRANCE—Plastic wall coverings. Direct purchase and agency. Societe Europeenne de Peinture et d'Outillage (importer, dealer), 27/29bis rue Denis-Papin, Ivry (Seine). WTD 2/5/65.

Molded parts in teflon. Ets. Jean Lagarrigue & Cie. (importer, dealer), 14 rue Lincoln, Paris 8. WTD 2/10/65.

TURKEY—Polystyrene and fiber glass for use in producing storage tanks and vehicle bodies. BKB Kollektif Sti. (manufacturer), 203 Akgerman Han, Izmir. WTD 4/14/65.

319 Leather Goods

FRANCE—Fancy leather gift items; de luxe articles. Direct purchase and agency. Fourmann (importer, agent), 113 Blvd. de Sebastopol, Paris 2. WTD 3/29/65.

322 Glass, Glassware

ITALY—Glass, crystal, pressed glass, reinforced glass. Chiappero Giovanni (manufacturer), Via Levanna 15, Torino. WTD 4/13/65.

Glass tableware, glass tumblers, drinking glasses, stemware, glass kitchenware. Zanivan Germano (importer, wholesaler), Via Susa 40, Torino. WTD 4/13/65.

PAKISTAN—Laboratory glassware for use in hospitals, government laboratories, university laboratories. Requests quotations c&f Karachi. Direct purchase and agency. Pak-Land Corp. (importer, manufacturers' agent), Central Commercial Area, Iqbal Rd., P.E.C.H.S., Karachi. WTD 2/9/65.

PANAMA—Glass bottles. Leopoldo Neira, S.A. (sales agent), P.O. Box 1388, Panama, R.P. WTD 4/21/65.

326 Pottery, Related Products

ITALY—Art and ornamental pottery, chinaware, household pottery. Zanivan Germano (importer, wholesaler), Via Susa 40, Torino. WTD 4/13/65.

331 Steel Mill Products

● **BURMA**—Galvanized wire rope: 820 coils and drums, 36 items. Tender No. 76-V (64-65) C-PT, bid deadline May 25. Division Manager, Motor Vehicle & Other Transport Equipment Division, Peoples Stores Corp., Rangoon.★ (Telephone 202-WO 7-2363).

PAKISTAN—Galvanized steel pipes, I.D. approx. 4"-6". Cast iron pipes, dias. 4, 6, 8, 10, 12, 15 inches. Requests quotations c&f Karachi. Direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10 Hajrabai Bldg., Mohan Rd., G.P.O. Box 463, Karachi. WTD 8/5/63.

Mild steel plates: 1500 x 8000 x 8, 13, 16, respectively 27, 40, 166 Nos. 25,000 kg., 50,000 kg., 2,500,000 kg. Mild steel plates: 1500 x 6000 x 22, 24, 40, respectively 8, 5, 26 Nos., 5,000 kg., 8,000 kg., 55,000 kg. Mild steel plates: 1500 x 3000 x 55, 65, each 2 Nos., respectively 4,000 kg., 4,700 kg. Mild steel floor plates, section 300; 1200 x 3000 x ¼"; 400 Nos.; 80,000 kg. Requests quotations c&f Karachi. Direct purchase and agency. Zebpak Eastwest Traders (importer, manufacturers' agent), 47-C/2 P.E.C.H. Society, Karachi 29. WTD 4/8/65.

Steel pipes, mostly 4 and 6 inches. Requests quotations c&f Karachi. Direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10 Hajrabai Bldg., Mohan Rd., G.P.O. Box 463, Karachi. WTD 8/5/63.

335 Rolling, Drawing, Extruding of Non-Ferrous Metals

● **BURMA**—Supply of 660 volt grade trailing cable (200 yds.), pyrotenax cable 660 volt grade of various specifications (1250 ft.), 3S.W.G. bare plain hard drawn electrolytic copper wire to B.S.S. 125 (2,000 lbs.), 6S.W.G. bare hard-drawn copper wire to B.S.S. 125 (5,000 lbs.), galvanized stranded stay wire ⅜" dia. 45 ton tensile overall (5.714 lbs.); three-core vulcanized rubber insulated cable, taped, cotton braided and compounded 7/.044 C.M.A. 660 volt grade (10,200 ft.). Tender No. 373/EL (G) 64-65, bid deadline May 18. Divisional Manager, Electrical Stores Corp. Line (17), Peoples Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone 202-WO 7-2162).

● **GREECE**—Supply of miscellaneous cables and conductors including 22 kv. underground cables type NHEKBA, 6.6 kv. underground cables type NKBA, 6.6 kv. PVC insulated cables type NXFGBY, 6.6 kv. single pole paper cable type NKY, LT underground cables, PVC insulated LT cables type NYFGBY, single-core PVC insulated LT cable type NYCY, butyl-neoprene concentric cables for LT services, aluminum sheathed pilot cables, tin-coated copper conductors, straight joint boxes for 22 kv. cables type NHEKBA, outdoor end dividing boxes for 22 kv. cables type NHEKBA, and 6.6 kv. underground cable straight joint boxes. Tender No. PAP/1259, 1300. 1301, 1306, 1421, 1461, 1653, 1665, 1672, 1683, 1721/bis, bid deadline not yet determined. Public Power Corp., Athens—Piraeus Division, 83-85 Acadimias St., Athens.★ (Telephone: 202-WO 7-2162).

HONG KONG—Anodized aluminum sheets and coiled strips. Sun Sun Enterprises (importer, exporter), 712 China Bldg., Queen's Rd. Central, Hong Kong. Cable: "SUNENTER" Hong Kong. WTD 1/12/65.

● **INDIA**—Supply of copper ingot to IRSS N-4-48 (64, 979 lbs.). Tender No. P/SR-5/5052/085-A, bid deadline May 27. Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents may be obtained for nonrefundable fee of $1.75 to India Supply Mission (Ref. D/ENQ/1670) 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **KOREA**—Supply of small diameter coaxial cables (59,841 yds.); stub cables lepeth sheath for repeater point (15 ea.), for A.G.C. point (1 ea.), for office (3 ea.); splicing materials straight point (380 ea.), loading point (16 ea.), repeater point (16 ea.); tool kits (3); various types of measuring equipment; loading coils (28); copperweld steel wires (5,512 lbs.); nicopress splicing sleeves of various types (11,800). Invitation No. KFX-5032-S, bid deadline May 27. Office of Supply, Government of Republic of Korea, Seoul.★ (Telephone 202-WO 7-2162).

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336 Nonferrous Foundries

FRANCE—Household utensils, cast aluminum. Etablissements Blondel (importer), 47 rue de Flandre, Paris 19. WTD 2/17/65.

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Varying sizes and types of pipe wrenches, pipe cutters, and pipe vices. Tender No. DPES. 41/65, bid deadline May 31. Office of the Director of Procurement, Defense Department, Rangoon.★ (Telephone: 202-WO 7-5589).

HONG KONG—Seeks manufacturers and exporters of furniture hardware and fittings. Sun Sun Enterprises (importer, exporter), 712 China Bldg., Queen's Rd. Central, Hong Kong. Cable: "SUNENTER" Hong Kong. WTD 1/12/65.

344 Fabricated Structural, Metal Parts

● **ARGENTINA**—Supply and install underground storage tanks for liquified petroleum gas near the cities of Buenos Aires and Bahia Blanca in the Province of Buenos Aires. Tender No. 5688, bid deadline May 31. Specifications may be obtained for approximately $6 from Gas del Estado, Alsina 1169, Buenos Aires, ask for Public Bid No. 5688.

HONG KONG—Interior and exterior building construction and decorative materials. Requests replies from manufacturers and exporters. Sun Sun Enterprises (importer, exporter), 712 China Bldg., Queen's Rd. Central, Hong Kong. Cable: "SUNENTER" Hong Kong. WTD 1/12/65.

345 Screw Machine Products

● **PAKISTAN**—Varying sizes and quantities and types of nuts and bolts. Tender No. P-8/39/2-65, bid deadline May 22. Pakistan Western Railway, Empress Road, Lahore.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

FRANCE—Household utensils, stamped and pressed metal. Etablissements Blondel (importer), 47 rue de Flandre, Paris 19. WTD 2/17/65.

IRAN—Hospital supplies, such as porcelain enameled utensils. Direct purchase and agency. Requests catalogs, quotations c&f Khorramshahr. Etemad Pharmaceutical Co. (importer), 252 Nasserkhosrow Ave., Tehran. WTD 4/14/65.

347 Coating, Engraving, Allied Services

FRANCE—Coating, rust preventive. Ets. Jean Lagarrigue & Cie. (importer, dealer), 14 rue Lincoln, Paris 8. WTD 2/10/65.

351 Engines, Turbines

● **LIBYA**—Construct and install one 20,000 kw. turbo-electric power station in Benghazi. Tender No. 569, bid deadline July 26. Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli. Specifications may be obtained from Gibbs and Hill, 393 Seventh Ave., New York City for $141, including airmail postage.

352 Agricultural Implements

PAKISTAN—Agricultural implements such as cultivators, disk harrows, disk plows. Requests quotations c&f Karachi. Direct purchase and agency. General Tractors and Machinery Co., Ltd. (importer, manufacturers' agent), P.O. Box No. 7190, Osman Chambers, Victoria Rd. Karachi. WTD 10/26/65.

353 Construction Equipment

● **BURMA**—Two, 1½-ton capacity electric hoists. Tender No. 1017/MACH/G.1(L), bid deadline May 26. General Manager, Burma Railways, Bogyoke Aung San St., Rangoon. (Telephone: 202-WO 7-5589).★

● One diesel driven tractor; 3 trailers, 2000 lbs. capacity, and one diesel driven tractor with ten, ½-to 1-ton trailers. Tender No. 1038/MACH/G-1(L), bid deadline May 24. General Manager, Burma Railways, Bogyoke Aung San St., Rangoon. (Telephone: 202-WO 7-5589).★

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PAKISTAN—Road rollers, 2-3 tons, 6-8 tons, 10-12 tons. Requests quotations c&f Karachi. Direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10 Hajrabai Bldg., Mohan Rd., G.P.O. Box 463, Karachi. WTD 8/5/63.

354 Metalworking Equipment Division

● **BURMA**—Hack saw machine capable of cutting rounds up to 10″ dia. and squares up to 9″ dia.; threading machine for threading bolts and pipes ¼″-1″, Tender No. 1040-1041/MACH/G.3(L)64-65, bid deadline May 31. Forging machine for forging nuts ¾″ to 2″; nut tapping machine, single spindle, ¾″, ⅞″, 1″ capacity. Tender No. 1021-1022/MACH/-G.3(L)64065, bid deadline May 31. General Manager, Burma Railways, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5652).

FRANCE—Electric and pneumatic hand tools. Direct purchase and agency. Markt & Cie. (Paris), Ltd. (importer, dealer), 107 avenue Parmentier, Paris X. WTD 2/8/65.

● **GREECE**—Drilling machines, grinding machines, and lathes, Tender No. B/226/65, bid deadline June 3. Milling machines, electric furnace, grinding machines, drill chucks, and centering lathes, Tender No. B/227/65, bid deadline June 4. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5652).

PAKISTAN—Workshop tools. Requests quotations c&f Karachi. Direct purchase and agency. Pak-Land Corp. (importer, manufacturers' agent), Central Commercial Area, Iqbal Rd., P.E.C.H.S. Karachi-29. WTD 2/9/65.

355 Special Industry Machinery

AUSTRIA—Hydraulic fruit presses and related items, to supplement own production. Valentin Stossier (manufacturer, importer), Spezialfabrik hydr. Obst- und Trauben pressen, Hauptstrasse 136, Poertschach am Woerthersee, Carinthia. WTD 1/7/65.

ECUADOR—Concrete block-making machinery. Requests catalogs, quotations. Desires replies in Spanish. Direct purchase and agency. Cristobal Cobo A. & Cia. (importer, wholesaler, retailer), Casilla Postal 2500, Quito. WTD 6/22/64.

FINLAND—Direct process printing machines; requests descriptive literature, prices, terms. Kopiopalvelu Oy (manufacturer, importer, retailer), Vattuniemenkatu 9, Helsinki. WTD 4/21/65.

FRANCE—Plastic working machinery and equipment. Rubber processing machines and equipment. Societe Generale de Caoutchouc & Plastiques (SOGECAP) (manufacturer), 13 rue du Dr. Nivet, Clermont-Ferrand (Puy-de-Dome). WTD 4/9/65.

Special machines for semiconductors and for electronics industries. Direct purchase and agency. Ets. Procimeca (importer, agent), 12 Impasse Dupuis, Courbevoie (Seine). WTD 2/18/65.

NEPAL—Grain mill machinery: Mixing equipment for tallow and liquid molasses; pellet-making machinery; each 700 lb. capacity. Humidity control equipment. Feed balances up to 4 grams and 100 lbs.; 4 ribbon-type premix mixers. Requests quotations cif Calcutta, catalogs, technical specifications and advice. Feed Supply House (importer, retailer, exporter, wholesaler), 412 Wotu, Kathmandu. WTD 3/10/65.

SWEDEN—Injection molding equipment for thermoplastic products. Direct purchase and agency. Lemeco AB (importer, exporter, wholesaler, manufacturer, sales agent), Orbyhus. WTD 2/10/65.

● **UAR**—Supply of machinery and equipment for a corrugated box plant, 25,000 tons per year capacity. The contractor to supervise erection and train personnel. Bid deadline July 20. The General Organization for Industrialization, 6, Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

356 Industrial Heating Equipment

● **BURMA**—Electric hardening furnace, horizontal 23″ x 16½″ x 12″, maximum input 7.50 kw., 200/250v. single-phase, suitable for temperatures up to 1600C. Tender No. 1023/MACH/G.3(L)64-65, bid deadline May 26. General Manager, Burma Railways, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5652).

● **INDIA**—One combined adzing and boring machine. Tender No. SWP7/4031/052A/T.E., bid deadline June 4. Director General of Supplies and Disposals, Jeewan Tara Bldg., Parliament St., New Delhi 1. Specifications available for $2.10 from the India Supply Mission (Ref. D/ENQ/1677), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

PAKISTAN—Air compressors, electric, motor driven, air cooled, 36,000 B.T.H.U., portable, capable of giving 100 lb. pressure per sq. in., 315 CFM. Requests quotations c&f Karachi. Direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10 Hajrabai Bldg., Mohan Rd., G.P.O. Box 463, Karachi. WTD 8/5/63.

357 Office, Computing, Accounting Machines

GERMANY—Analog computers; digital computers; data processing systems; analog-digital converters; multiplexers; high speed printers; punched card system machines and magnetic-tape stepping recorders. Direct purchase and/or agency. Quotations cif European ports. EDS Systemtechnik, Gesellschaft fuer elektronische Datenverarbeitungsanlagen mbH. (manufacturer), 47 Heinrichsallee, 51 Aachen. WTD 4/13/65.

● **IRAQ**—Supply of the following typewriters and office machines: 100 Arabic typewriters, size 12-13 inches; 150 Arabic typewriters, size 18-19 inches; 20 English language typewriters, size 18-19 inches; 20 electric roneo machines; 15 colored roneo machines; 35 medium size roneo hand-operated machines; 30 calculating machines. Tender No. ORD/41/1965, bid deadline June 13. A copy of the terms and specifications and a report of the tenderer's financial condition approved by the Iraqi Military Attaché in Washington, D.C., should accompany the bid. Director of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

358 Service Industry Machines

FINLAND—Accessories, spare parts, maintenance equipment for household, commercial refrigerators, electric or gas operated; requests full details, terms; direct purchase or agency. T:mi AG-ME F:ma (importer, commission agent) Meripuistotie 5, Helsinki. WTD 3/26/65.

FRANCE—Coin-operated ice-cream vending machines. Direct purchase and agency. Pernod, A.S. (importer, manufacturer), 87 rue de Paris, Montreuil-Sous-Bois (Seine). WTD 3/29/65.

NIGERIA—Institutional kitchen equipment, including complete range of cooking, preparation, serving, dishwashing equipment, for installation in hospitals, schools, hotels, other commercial catering establishments. R & A Services (importer, wholesaler), Taylor Rd., P.M.B. 1015, Ebute-Metta, Lagos. WTD 4/15/65.

SPAIN—Water purification machinery and equipment. Direct purchase and/or agency. Requests replies in Spanish. Trataguas, S.L. (manufacturer, retailer, agent), 36 Ramon y Cajal, Deusto-Bilbao. WTD 4/12/65.

361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Design, testing and supply of 17 kv. main and auxiliary switchgear for Murry 2 Power Station. Tender No. E. 529, bid deadline June 16. Specifications are available from the Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, (SMA), P.O. Box 332, Cooma North, N.S.W. for $4.50 per copy.

A copy of specifications is also available for

review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **BURMA**—Supply of one 1000 kv.-a., 3-phase, 50-cycle, 11000/3300-volt outdoor-type transformer. Tender No. 403/EL(G)64-65, bid deadline May 19. Divisional Manager, Electrical Stores Corp. Line (17), Peoples Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **ETHIOPIA**—Supply of 37 3-phase 50-cycle transformers with ratings ranging from 200 to 3000 kv.-a. Tender No. 5698/57, bid deadline May 20. Ethiopian Electric Light and Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-4242).

● **IRELAND**—Supply of 110 kv. switchgear for 3-phase, 50-cycle system-equipment to include circuit breakers, relays and isolating switches. Tender No. ENQ/8890/PS, bid deadline May 18. Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin.

A copy of specifications is available for review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **TRINIDAD**—Supply of one 25 mv.-a. 66/33-kv. power transformer. Tender No. 967, bid deadline June 14. The Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain. (Telephone: 202-WO 7-4242).★

362 Electrical, Industrial Apparatus

● **BURMA**—Two 400-amp, single operator, and one 200-amp, dual operator, diesel engine-driven welders mounted on 4-wheeled trailers; and two 300-amp, and one 250-amp welding transformers. Tender No. 1016/MACH/G.3 (L)64-65 of 8.3.65. 1015, 1043, 1044; bid deadline May 18. General Manager, Burma Railways, Bogyoke Aung San St., Rangoon. (Telephone: 202 WO 7-5652).★

● **GUATEMALA**—Supply, install and train operating personnel, two diesel generators, 2500 kv. each, to be installed at the Atlantic Port of Puerto Barrios. Tender No. 2-65, bid deadline July 15.

Specifications available for $5 from Instituto Nacional de Electrificacion (INDE), 4a. Calle 5-10, Zona 1, Edificio Lubia, 50. Piso, Guatemala City, Guatemala, C.A.

● **LIBYA**—Supply and install generators in four power stations in Jadu, Jefren, Tarhuna and Berri-Ulid. Tender No. 568, bid deadline July 5. Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli.

Specifications may be obtained from the offices of the Public Works Ministry in Tripoli, Benghazi and Sebha for fee (non-refundable) of $28.

PAKISTAN—Generators, electric: 37.5 kv.-a; 40 kw./50 kv.-a. Requests quotations c&f Karachi. Direct purchase and agency. Sanitpak (importer, manufacturers' agent), No. 10 Hajrabai Bldg., Mohan Rd., G.P.O. Box 463, Karachi. WTD 8/5/63.

363 Household Appliances

FRANCE—Dishwashing machines. Direct purchase and agency. Ets. J. F. Besnard (importer, agent), 18 Cite Trevise, Paris 9. WTD 2/12/64.

● **IRAQ**—50 sewing machines, 5000 stitches per minute speed. Tender No. ORD/37/1965, bid deadline June 13. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms and specifications may be obtained, free of charge, from the Military Attaché of the Embassy of the Republic of Iraq in Washington, D.C. A copy of the "General Conditions" must be attached with the bid, and a report of the tenderer's financial condition, approved by the Iraqi Military Attaché in Washington, should accompany the bid.★ (Telephone: 202 WO 7-5589).

NETHERLANDS—Dishwashing, floor polishing machines; toasters; other electric household appliances. Direct purchase and/or agency. Holland Electro C.V. (importer, manufacturer, exporter), 10 Marconistraat, or P.O. Box 6016, Rotterdam. WTD 4/12/65.

364 Electric Lighting, Wiring Equipment

● **PHILIPPINES**—Supply of miscellaneous industrial and commercial type flourescent luminaires and accessories; incandescent and mercury fixtures and accessories; weather proof, watertight and explosion-proof fixtures and accessories; floodlights and street lighting luminaires, supports and accessories and miscellaneous electrical equipment such as lighting panelboard, transformers and wiring devices for the Angat River Hydroelectric Project and the Maria Cristina Falls Hydroelectric Plant No. 3. Tender No. SP.65DDe-36, bid deadline June 1.

Plans and specifications are available from José O. Lahoz, General Manager, National Power Corp., 161 Bonifacio Dr., Port Area, Bx 2123, Manila, for $1.28 per set.

A copy of plans and specifications is also available for review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242.)

365 Radio, Television Sets

FRANCE—Coin-operated phonographs, juke boxes. Requests replies in French. Sovoda (wholesaler), 6 rue Philibert de la Mare, Dijon (Cote d'Or). WTD 4/2/65.

366 Communications Equipment

● **ETHIOPIA**—Supply of 3500 48-volt automatic telephone sets. Tender No. 109-65, bid deadline June 21. Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa.★ (Telephone: 202-WO 7-4823).

PAKISTAN—Electronic remote controls and equipments. Requests quotations c&f Karachi. Direct purchase and agency. Pak-Land Corp. (importer, manufacturers' agent), Central Commercial Area, Iqbal Rd., P.E.C.H.Society, Karachi-29. WTD 2/9/65.

● Supply of 60 single-line block signal instruments to operate on 12v steady d.c., for Pakistan Eastern Railway. Tender No. PD/I.SIG/45/2, bid deadline June 16. The Secretary, East Pakistan Railway Board, Chittagong, East Pakistan. Terms and specifications may be obtained from the issuing authority for Rs. 100.00 ($21) per set. One copy of specifications available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

SOUTH AFRICA—Transceivers and transmitter receivers, radio communications, airborne. Direct purchase and agency. Africa Aircraft (Pty.), Ltd. (sales agent), P.O. Box 166, Johannesburg. WTD 4/20/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

367 Electronic Components, Accessories

ECUADOR—Television, radio receiver, phonograph, radio-phonograph combination, record-player components; all accessories for assembling completed units. Requests catalogs, quotations. Clan Radio & Television Co. Ltd. (importer, assembler), P.O. Box 1033, Quito. WTD 4/12/65.

FINLAND—Interested in all materials, including chemicals, for manufacturing integrated and multilayer circuit or other printed circuit boards; request full details, descriptive literature, if available, prices. Painokytkenta Oy (importers, manufacturers), Vattuniemenkatu 9, Helsinki. WTD 4/20/65.

FRANCE—Semiconductor components. Direct purchase and agency. Ets. Procimeca (importer, agent), 12 Impasse Dupuis, Courbevoie (Seine). WTD 2/18/65.

Electronic devices: high quality micro-miniature relays and coaxial relays over 1000 MCs. Societe Eurometa (importer, agent), 7 rue Pecquay, Paris 4. WTD 2/18/65.

Electronic components and equipment for aircraft. Direct purchase and agency. Societe Ardic (importer, agent), 71 Bld. Raspail, Paris 6. WTD 2/8/65.

369 Electrical Machinery, Equipment

GERMANY—Filters, coils, contact mechanisms, gear parts and other spare parts for outboard motors and motor saws. Meyer-Glitza, Frese & Co. (importer), Deichstrasse 9, Hamburg 11. WTD 4/14/65.

● **KOREA**—Supply of industrial X-ray machine and accessories including, but not limited to, the following: 70 mm. photofluorographic unit, RPD rapidix cassette 70 mm. PGS program selection, CDR stationary grid, RST unitstand, HLC 70E heliocontrastor, SFC 3U single film cassette, DSC desiccator unit, SDT processing tank, etc. Tender No. KFX-5037-S, bid deadline June 2. Office of Supply, Government of the Republic of Korea, Seoul. (Telephone: 202-WO 7-2939).★

SOUTH AFRICA—Cardiac pacemakers, foetal monitors, defibrillation machines, electrocardiographic equipment, tocodynamometers. Zenith Medical and Surgical Instruments (importer, wholesaler, manufacturer, sales agent), P.O. Box 4367, Johannesburg. WTD 4/14/65.

371 Motor Vehicles, Motor Vehicle Equipment

ECUADOR—Automotive replacement parts. Catalogs requested. Direct purchase and agency. Importadora Velaga (importer, wholesaler, retailer), Casilla Postal 318, Ambato. WTD 2/19/65.

Automotive replacement parts; all types of automotive accessories. Direct purchase and agency. Requests catalogs; replies in Spanish. Cristobal Cobo A. & Cia. (importer, wholesaler, retailer), Casilla Postal 2500, Quito. WTD 6/22/64.

JAPAN—Anti-air pollution automobile exhaust gas control devices. Direct purchase and agency. Far East Trading Co., Ltd. (importer, wholesaler), 143 Nagasumi-cho, Taito-ku, Tokyo. WTD 4/13/65.

372 Aircraft Parts

PAKISTAN—Aircraft parts and accessories. Requests quotations c&f Karachi. Direct purchase and agency. Dean & Webber (importer, manufacturers' agent), Nelsons Chambers, McLeod Rd., G.P.O. Box 259, Karachi-1. WTD 9/16/64.

373 Ship, Boat Building

FRANCE—Hydrofoils and overcraft-type vehicles. Direct purchase and agency. Robert Vigouroux—"Aviaimpex" (importer, agent), 10 rue Jean Mermoz, Paris 8. WTD 2/2/65.

SOUTH AFRICA—Boating equipment and accessories. Holland & Whyle (Pty.) Ltd. (general merchants), P.O. Box 153, Port Elizabeth. WTD 7/24/64.

374 Railroad Equipment

● **RHODESIA**—Supply of 10 main line diesel-electric locomotives, 3' 6" gauge," single engine, approximately 1900-2000 h.p. Tender No. 65.23.0891, bid deadline June 28. The Buyers, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo, Southern Rhodesia. Terms and specifications available from issuing authority for $14 per copy. One copy of specifications available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

379 Transportation Equipment

PAKISTAN—Farm trailers; spare parts for same. Requests quotations c&f Karachi. Direct purchase and agency. General Tractors and Machinery Co., Ltd. (importer, manufacturers' agent), P.O. Box 7190, Osman Chambers, Victoria Rd., Karachi. WTD 10/26/65.

381 Engineering, Laboratory, Scientific Research Instruments

FINLAND—Laboratory research instruments, equipment, supplies, especially items related to geotechnical uses; requests full details, price lists, terms; direct purchase or agency. Kemistien Oy (importer, commission agent), Kalevankatu 11, Helsinki. WTD 1/26/65.

FRANCE—Aeronautical instruments. Direct purchase and agency. Societe Ardic (importer, agent), 71 Bld. Raspail, Paris 6. WTD 2/8/65.

Aeronautical instruments. Direct purchase and agency. Robert Vigouroux—"Aviaimpex" (importer, agent), 10 rue Jean-Mermoz, Paris 8. WTD 2/2/65.

PAKISTAN—Laboratory instruments and testing equipment. Requests quotations c&f Karachi. Direct purchase and agency. Pak-Land Corp. (importer, manufacturers' agent), Central Commercial Area, Iqbal Rd., P.E.C.H. Society, Karachi-29. WTD 2/9/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SOUTH AFRICA—Weather station, electronically controlled, fully automatic. Labotec (Pty.), Ltd. (importer, wholesaler, sales agent), P.O. Box 9562, Johannesburg. WTD 4/14/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Pumps, liquid meters, valves, liquid level gauges, manometers, for chemical companies and petro-chemical enterprises. Requests quotations cif Antwerp or Rotterdam. Emba Agenturen GmbH. (importer, wholesaler), 4 Stresemannstrasse, 4 Duesseldorf. WTD 4/12/65.

PAKISTAN—Nuclear research equipment: scientillation systems; multichannel analyzers; radiation protection, measuring equipment; mass spectrometers. Requests quotations c&f Karachi. Direct purchase and agency. Pak-Land Corp. (importer, manufacturers' agent), Central Commercial Area, Iqbal Rd., P.E.C.H.S., Karachi. WTD 2/9/65.

384 Surgical, Medical, Dental Instruments, Supplies

FRANCE—Surgical and medical instruments and apparatus such as anesthesia apparatus, medical atomizers, electric bistouries, blood pressure apparatus, chisels, curettes, cystoscopes, medical disposal units, bone drills, diathermy apparatus, gastroscopes, laryngoscopes, metabolism apparatus, pelvimeters, probes, scalpels, speculums, electric sterilizers, stethoscopes, hypodermic syringes, hypodermic needles. Surgical towel clamps, dilators, forceps, percussion hammers, hooks, knives, mallets, mirrors, mouth gags, needles, rasps, scoops, snares, amputation saws. Direct purchase and agency. Aelsem (importer, wholesaler, manufacturer, agent), 127 Blvd. St. Michel, Paris 5e. WTD 1/6/65.

IRAN—Surgical, medical, orthopedic instruments. Requests catalogs, quotations c&f Khorramshahr. Direct purchase and agency. Etemad Pharmaceutical Co. (importer), 252 Nasserkhosrow Ave., Tehran. WTD 4/14/65.

386 Photographic Equipment

FINLAND—Reprocameras, microfilm cameras and equipment, all types light-sensitive materials, drafting films (polyester base) for commercial reproducing use; request descriptive literature, prices, terms. Kopiopalvelu Oy (manufacturers, importers, retailers), Vattuniemenkatu 9, Helsinki. WTD 4/21/65.

FRANCE—Small camera darkroom units for photostat continuous reproduction. Societe Telco (manufacturer, importer), 45/47 rue de la Division Leclerc, Gentilly (Seine). WTD 2/5/65.

394 Toys, Amusement, Sporting, Athletic Goods

FRANCE—All types of sporting goods: skiing and tennis equipment; glass fiber poles; blades for skating shoes; etc. Direct purchase and agency. Societe Euro-Sport (dealer), 25 rue M. Lecomte, Paris 3. WTD 2/5/65.

Fishing tackle, glass-fiber rods, reels, artificial lures. Direct purchase and agency. Courrier et Compagnie (importer, agent), 26 rue de la Pepiniere, Paris 8. WTD 11/20/64.

Mechanical and non-mechanical toys of a novelty character. Direct purchase and agency. G. Barbett (importer, wholesaler), 82 rue Danton, Levallois-Perret (Seine). WTD 3/29/65.

Electric toys and games, particularly electric trains. Verpiot & Mameaux (importer, commission merchant), 33 rue Felicien-David, Paris 16. WTD 3/29/65.

Games: puzzles, other indoor and educational games. Outdoor games for beaches. Les Jouets Rationnels (importer, dealer), 6 rue Cauchois, Paris 18. WTD 3/26/65.

Mechanical and non-mechanical toys. Jouets Bimbeloterie Berne (importer, exporter, wholesaler), 67 rue du Fg. St. Martin, Paris 10. WTD 3/31/65.

395 Pens, Pencils, Other Office, Artists' Materials

FINLAND—Drafting materials and equipment including films (polyester base), related items; request descriptive literature, prices, terms. Kopiopalvelu Oy (manufacturers, importers, retailers), Vattuniemenkatu 9, Helsinki. WTD 4/21/65.

396 Costume Jewelry, Novelties

FRANCE—Gadgets and notions of a novelty character. Direct purchase and agency. Societe Herald (importer, agent), 8 rue de la Michodiere, Paris 2. WTD 2/2/65.

HONG KONG—Brass ball key chains. Mee Koon Imitation Jewellery Factory, 94 Bonham Strand East, P.O. Box 3575, Hong Kong. WTD 9/29/64.

Novelties, all kinds. Requests replies from manufacturers and exporters. The Wing On Co., Ltd. (department store), 213 Des Voeux Rd. Central. P.O. Box 1508, Hong Kong. Cable: "WINGON". WTD 9/25/64.

399 Manufacturing Industrial Products

FINLAND—Scientific instructional equipment; requests full details, price list, terms; direct purchase or agency. Kemistien Oy (importer, commission agent), Kalevankatu 11, Helsinki. WTD 1/26/65.

FRANCE—Paint brushes. Direct purchase and agency. Comptoir Parisien des Peintures (wholesaler), 21 rue de la Pierre Levee, Paris 11. WTD 2/12/65.

HONG KONG—Dresser sets, each consisting of comb, hair brush, mirror. Cheong Hing Store, Ltd. (department store), 72 Nathan Rd., Kowloon, Hong Kong. Cable: "CHINESTO". WTD 12/16/64.

SWEDEN—All kinds of smoking accessories such as pipes, lighters, tobacco boxes, cigarette cases. Gift articles for men, such as pens, knives, leather articles—items sold in tobacco shops. Direct purchase and agency. Tobackshandlarnas Riksforbunds Engros AB (importer, wholesaler, sales agent), Hornsgatan 74 A, Stockholm. WTD 4/14/65.

505 Farm Products—Raw Materials

FRANCE—Raw cotton. Delasalle-Desmedt (importer, dealer), 99 rue du Marais, Lomme (Nord). WTD 2/15/65.

539 General Merchandise Stores

PAKISTAN—Used woolen wearing apparel. Requests quotations c&f Karachi. Direct purchase and agency. Iqbal Hussain & Co. (importer, manufacturers' agent), Napier Rd., Karachi-2. WTD 1/26/53.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruits, Tree Nuts, Vegetables

VENEZUELA—Fresh fruits. Agency and distributor for entire country. Requests replies in Spanish. Representaciones Frutalquim, S.R.L. (importer, distributor, sales agent), Apartado 8525 Quinta Crespo, Caracas—Edificio Libertador, Piso 5, Oficina 53, Avenida Baralt, Esquina Munoz, Caracas. WTD 4/13/65.

200 Food Products

KUWAIT—Frozen foods, including meats, dairy products, fruits, vegetables. Non-frozen canned and preserved foods; food specialties. Mustafa Sultan (importer), P.O. Box 665, Kuwait. WTD 11/29/64.

203 Canning, Preserving Sea Foods

FRANCE—Salmon: smoked, frozen; canned shellfish and shrimps. Societe Europa-Maree (importer, agent), 22 rue de Turbigo, Paris 2. WTD 2/10/65.

209 Food Preparations

VENEZUELA—Spices. Agency and distribution for entire country. Requests replies in Spanish. Representaciones Frutalquim, S.R.L. (importer, distributor, sales agent), Apartado 8525 Quinta Crespo, Caracas—Edificio Libertador, Piso 5, Oficina 53, Avenida Baralt, Esquina Munoz, Caracas. WTD 4/13/65.

220 Textile Mill Products

FINLAND—Quilted morning coat fabrics and related materials; fur imitation pile fabrics, particularly those resembling mink, beaver, leopard; printed cotton fabrics; lace goods, all kinds. Requests brochures, price lists, terms, samples if available. Agency Finnico (commission agent), Bulevardi 3 B 18, Helsinki. WTD 2/24/65.

227 Floor Coverings

SWITZERLAND—Glass fiber mats. Hug & Co. (importer, manufacturers' representative), Rosenbergstr. 8, 8304 Wallisellen. WTD 4/20/65.

230 Apparel

FRANCE—Good quality ready-to-wear for women. M. H. Coronakis (manufacturer), 5 rue de Hanovre, Paris 2. WTD 2/5/65.

233 Women's, Misses, Juniors' Outerwear

SWITZERLAND—Women's clothing: coats, suits, house dresses. Hans Schweitzer, Waldmannstr. 10, 8001 Zurich. WTD 4/20/65.

281 Industrial Chemicals

VENEZUELA—Organic chemicals for use by food industries. Agency and distribution for entire country. Requests replies in Spanish. Representaciones Frutalquim, S.R.L. (importer, distributor, sales agent), Apartado 8525 Quinta Crespo, Caracas—Edificio Libertador, Piso 5, Oficina 53, Avenida Baralt, Esquina Munoz, Caracas. WTD 4/13/65.

282 Synthetic Materials

SWITZERLAND—Polyamide type resins, pure and modified, for the varnish and the printing inks industry. Hug & Co. (importer, manufacturers' representative), Rosenbergstr. 8, 8304 Wallisellen. WTD 4/20/65.

314 Footwear

FRANCE—Women's shoes, leather and fabrics: medium-priced good quality footwear, casual, fancy, sports or streetwear. Exclusive agency and/or distributorship for France or section of. Inova-France (manufacturer, wholesaler, exporter), La Verrie, Vendee. WTD 4/15/65.

322 Glass, Glassware

SWITZERLAND—Glass fiber rovings. Hug & Co. (importer, manufacturers' representative), Rosenbergstr. 8, 8304 Wallisellen. WTD 4/20/65.

327 Concrete, Gypsum, Plaster Products

FINLAND—Building materials, particularly those related to roofing or road building activities; requests full details, prices, terms. Asfaltti Osakeyhtio Lemminkainen (contractor, manufacturer, commission agent), Hakaniemenkatu 2, Helsinki. WTD 4/15/65.

344 Fabricated Structural Metal Products

FRANCE—Metal joinery—doors and windows, steel or aluminum. Etablissements Salles & Fils (manufacturer), 193 rue La Bruyere, Poissy (Seine & Oise). WTD 2/2/65.

352 Farm Machinery

SOUTH AFRICA—Cotton pickers, spindle type. Direct purchase and agency. Africa Aircraft (Pty.), Ltd. (sales agent), P.O. Box 166, Johannesburg. WTD 4/20/65.

353 Construction Machinery

FINLAND—Road building machines, equipment, supplies; especially interested in asphalt equipment; requests full details, prices, terms. Asfaltti Osakeyhtio Lemminkainen (contractor, manufacturer, commission agent), Hakaniemenkatu 2, Helsinki. WTD 4/15/65.

FRANCE—Cranes, wheel tractors, bulldozers, concrete mixers. Societe d'Exploitation de Matieres Premieres (dealer), 8 rue de Chantilly, Paris 9. WTD 1/21/65.

NEW ZEALAND—Electric overhead traveling cranes and traversing cranes of approximately 15 long-ton capacity for manufacturing plant requirements. Truck mounted or unmounted mobile cranes, preferably diesel, of 10 to 15 long-ton capacity, with maximum road width of eight feet. R. R. Fisher, Managing Director, R. R. Fisher and Co., Ltd. (importer, engineer's merchant), 41 Albert St., Auckland. WTD 4/6/65.

SWITZERLAND—Earthmoving and road-building machinery, such as ditchers, bulldozers, earth augers, scrapers. H. Schneider (importer, manufacturers' representative), Bertastrasse 10, 8953 Dietikon. WTD 4/20/65.

THAILAND—Oil drilling and production equipment; equipment for oil, water, and coal refinery; for sale in Kuwait and nearby countries. Exclusive representation requested. Buys on own account and on indent basis. Mettabhand Co. Ltd. (importer, distributor, commission agent), 475/8 Sri Ayudhya. Rd., P.O. Box 612, Bangkok. WTD 4/7/65.

VENEZUELA—Automobile lifts, service station type. Agency for entire country. Requests replies in Spanish. Sergio Mitchell Mendes "Casa Mitchell" (sales agent, representative), Apartado 1605 Caracas, Cipreses a Velasquez No. 8, Altos, Oficina 4, Caracas. WTD 4/6/65.

354 Metalworking Machinery

FRANCE—Machine tools, metal cutting and metal forming types. Societe d'Exploitation de Matieres Premieres (dealer), 8 rue de Chantilly, Paris 9. WTD 1/21/65.

Machine tools, metal cutting and metal forming types. Societe de Commission et de Diffusion Industrielle (dealer), 63 rue de Prony, Paris 17. WTD 2/9/65.

355 Special Industry Machines

FRANCE—Offset printing machines. Societe Michel (France) (importer, agent), 10 rue Saint-Marc, Paris 2. WTD 2/10/65.

Woodworking machinery. Societe d'Exploitation de Matieres Premieres (dealer), 8 rue de Chantilly, Paris 9. WTD 1/21/65.

356 General Industrial Machinery

SWITZERLAND—Inert gas generators for hydrogen, ammonia, nitrogen. Ingenieurbureau Willi Voegtlin A.G. (consulting engineer, importer, wholesaler), Schutzengraben 38, 4000 Basel 3. WTD 7/24/64.

357 Office, Computing, Accounting Machines

SWEDEN—Printing tapes and machines for printing such tapes; sample of tape available on loan from Trade Opportunities Staff, BDSA 6192, Department of Commerce, Room 4203, Washington, D.C. 20230. Office items for use as advertising and gift articles. Other office supplies, various types. Handelsbolaget Brynolf Borjeson & Co. (importer, wholesaler, manufacturer, sales agent), Tegnergatan 15, Stockholm. WTD 4/14/65.

358 Service Industry Machines

FRANCE—Coin-operated vending machines. Honore Dalmard (dealer, manufacturer), 7 rue des Huit Patriotes, Paimpol (Cotes-du-Nord). WTD 2/18/65.

RHODESIA—Pressing and finishing equipment. Laundry & Dry Cleaning Machines (Pvt.) Ltd. (importers, agents), P.O. Box 2527, Salisbury. WTD 4/21/65.

VENEZUELA—Lubricating and dispensing pumps for service stations. Agency for entire country. Requests replies in Spanish. Sergio Mitchell Mendes "Casa Mitchell" (sales agent, representative), Apartado 1605, Caracas, Cipreses a Velasquez No. 8, Altos, Oficina 4, Caracas. WTD 4/6/65.

363 Household Appliances

FRANCE—Electrical household equipment of novelty character. Societe de Realisations Immobilieres & Commerciales (importer, com-

mission merchant), 132 rue du Faubourg Saint-Denis, Paris X. WTD 2/9/65.

365 Radio, Television Sets

FRANCE—Public address and electronic equipment, including walkie-talkies and pocket-size tape recorders. Georges Nataf (agent), 214 Avenue du Maine, Paris 14. WTD 2/26/65.

373 Boat Building, Repairing

FRANCE—Motorboats, sailboats, rowboats, canoes; accessories for same. Honore Dalmard (dealer, manufacturer), 7 rue des Huit Patriotes, Paimpol (Cotes-du-Nord). WTD 2/18/65.

381 Engineering, Laboratory, Scientific and Research Instruments

FRANCE—Aeronautical instruments. Societe de Commission et de Diffusion Industrielle (dealer), 63 rue de Prony, Paris 17. WTD 2/9/65.

384 Surgical, Medical, Dental Instruments

NEW ZEALAND—Compressed air breathing apparatus for use in fire and rescue operations by municipal and industrial organizations. Dust and fume respirators, complete equipment. Ian M. Springfield, Managing Director, S. Gordon Anderson Ltd. (importer, manufacturer's representative), 15 Mount St., Auckland C.1. WTD 4/7/65.

Leads for Importers

Commodities are offered direct unless specified.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

MALAYSIA—Malayan canned pineapples; can export under customers' labels. Requests replies from bona fide importers purchasing for their own account. Golden and standard quality; packed in standard size cans. S. J. Low Bros. & Co. Ltd. (importer, wholesaler, exporter, commission merchant), Attention T. S. Tam. 18 Battery Rd., G.P.O. Box 461, Singapore 1. WTD 4/7/65.

229 Textile Goods

ECUADOR—Hemp for cordage manufacturing. Cia. Azucarera Valdez, S.A. (sugar refiners, hemp growers), Casilla 4329, Guayaquil. WTD 3/8/65.

238 Fabricated Textile Products

FRANCE—Slimming garments. Societe Stephanie Bowman (manufacturer), 11 & 19 rue Vignon, Paris 8. WTD 2/2/65.

242 Sawmill Products

BRAZIL—Lumber, hardwood and softwood; sawmills' representative desires to act as buying agent and shipper to American importers. Avelino Jose de Castro Representacoes, Caixa Postal 4137 ZC-05, Rio de Janeiro. WTD 4/15/65.

251 Household Furniture

SWEDEN—Combined chair-tables, collapsible. Illustrated brochure available on loan from Trade Opportunities Staff, BDSA 6192, Department of Commerce, Room 4203, Washington, D.C. 20230. Agency or distributorship. Laderbolaget, G. Salsgard AB (importer, exporter, wholesaler, manufacturer, sales agent), Halmstad 1. WTD 4/14/65.

314 Footwear

FRANCE—"After-ski" boots and shoes, including footwear with leather uppers and translucid soles, for men, available in various models. Also "pieds-nus" (slip-on sandals) for men, PVC-straps, manufactured with special automation machinery. Descriptive leaflets available on loan from Trade Opportunities Staff, BDSA 6192, Department of Commerce, Room 4203, Washington, D.C. 20230. Whole exportation, direct or through agents. Inova-France (manufacturers, exporters), La Verrie, Vendee. WTD 4/15/65.

Footwear for women and misses, principally fancy boots and shoes; medium priced articles, with leather uppers and synthetic soles. Leaflets with illustrations available on loan from Trade Opportunities Staff, BDSA 6192, Department of Commerce, Room 4203, Washington, D.C. 20230. Wholesale exportation, preferably through well-established sales agents in the United States except eastern part of the country. "Vasconia" (Societe d'Exploitation de la Manufacture Landaise de Chaussures), Saint-Vincent-de-Tyrosse, Landes. WTD 4/22/65.

317 Handbags

HONG KONG—Rattan handbags. Hotung International, Ltd. (importers, exporters), St. George's Bldg. Chater Rd., Hong Kong. Cable: "HOTUNG" Hong Kong. WTD 2/23/65.

355 Special Industry Machinery

SWEDEN—Injection molding equipment for thermoplastic products. Lemeco AB (importer, exporter, wholesaler, manufacturer, sales agent), Orbyhus. WTD 2/10/65.

391 Jewelry, Silverware, Plated Ware

HONG KONG—Stainless steel cutlery. Hotung International, Ltd. (importers, exporters), St. George's Bldg., Chater Rd., Hong Kong. Cable: "HOTUNG" Hong Kong. WTD 2/23/65.

394 Toys, Amusement, Sporting Goods

SPAIN—Lead toy soldiers; in general, these are reproductions of antique versions such as are frequently sought by collectors and museums. Gonzalo Porras Rodriguez (manufacturer, exporter), Alcala 18, Madrid. WTD 4/23/65.

739 Business Services

MEXICO—Desires to represent U.S. firm in commercial and/or industrial pursuits. Pedro Valenzuela Madrigal (commercial agent), Galeana 10 y 11, Matamoros, Tamaulipas. STD 4/15/65.

Microwave, VHF equipment requested in Costa Rica

The Instituto Costarricense de Electricidad (I.C.E.) has issued tender No. 1212 calling for the supply and installation of a 240 microwave system, the Costa Rica portion of the Central American Network, and a VHF network in Costa Rica.

Plans and specifications are available from I.C.E., Apartado XXX, II San Jose, Costa Rica for 500 colones (one colon=$0.1504). For an additional 300 colones, plans and specifications for the proposed tie-in are available.

Bid deadline is July 5.

A loan copy of the plans and specifications is available to firms located in the U.S. from the Electronics Division, BDSA-6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone 202 967-4036.

Bids sought by Korea for several products

Korea is offering a tender including, but not limited to, the following:

Decade scaler; sample spinner; glass tubes, Pyrex brand glass; electron tubes; various types radioisotope chemicals and metals; and laboratory glassware and related equipment.

Tender number is AEC-5038-S; bid deadline is June 2. Bids should be submitted to the Office of Supply, Government of the Republic of Korea, Seoul, Korea.

Tender terms and specifications are available on loan to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Bids requested in Iraq for general materials

The Administration of Distribution of Oil Products, Ministry of Oil, P.O. Box 302, Baghdad, has invited bids on several items, including varnish brushes, wire brushes, emery cloth, hand pumps, rawlplugs, rubber hose and tubing, hose clips, canvas gloves, safety helmets, and respirators.

Bid deadline is May 19; tender number is TAWZEE/18/65. A copy of the tender request is available on loan to firms located in the United States from the Rubber, Leather and Allied Products Division, Room 4035, BDSA-6290, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3381).

Argentina calls for bids on two highway sections

The Province of Santa Fe Highway Bureau invites bids on the construction of two 45-mile highway sections between Santa Fe and Rosario, Argentina.

Construction estimate for the first section has been officially budgeted for $14.8 million and the second for $16 million.

Bids, preferably in Spanish, must be submitted by 5 p.m. June 14.

A copy of the conditions and technical specifications are available for $289 from Direccion Provincial de Vialidad, Palacio Municipal, 10th floor, Santa Fe, Province of Santa Fe, Argentina.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Ingeniero Rene Baccani, representing Bunge & Born, Ltda. S.A., 25 de Mayo 501, Buenos Aires, **interested in visiting port operations,** particularly grain handling operations, and obtaining technical information. Latter part of May via New York City; c/o Bunge Corp., 42 Broadway, New York 4, N.Y. Itinerary: New York. WTD 9/30/64.

BRAZIL—Christiano Hugo Spielmann and Honorio Sergio Franceschini, representing Metalurgica Wallig S.A., 2213 Rua Voluntarios da Patria, Porto Alegre, Rio Grande do Sul, **interested in visiting stove manufacturers** and obtaining technical information. April 24 via New York City for 20 days; c/o Hilton Hotel, Cleveland, Ohio. Itinerary: New York, Cleveland, and others to be arranged.

FRANCE—Jacques Grupper, Interpec, 9 rue Ambroise Thomas, Paris 9e, **interested in agency and import of petroleum and chemical equipment.** May 5 via New York City for 5 weeks; c/o Mr. Sheridan, 1123 Broadway, New York, N.Y. Itinerary: New York, Cincinnati, Detroit, Chicago, Tulsa, Dallas, Houston, and possibly Los Angeles. WTD 4/16/65.

Dr. Jean-Claude Dalbos, representing Societe d'Etudes Economiques et Industrielles (S.E.E.I.), 46, rue de Londres, Paris 8, **interested in finding firms which want to be represented in Paris** and acting as a focal point of local interest and coordination of the American firm's product or services. May 3 via New York City for 6 weeks; c/o Governmental Affairs Institute, 1726 Massachusetts Ave., NW., Washington, D.C. Itinerary: Washington, New York, Dallas, San Francisco, Los Angeles, Chicago.

ISRAEL—Chaim Lutzke, Haargaz Ltd., P.O. Box 106, Tel Aviv, **interested in upholstery for busses, factory visits, buying manufacturing equipment and fabrics,** and obtaining technical information on production methods. May 9 or 10 via New York City for 2 months; c/o Max Popovitz, 4304 Foster Ave., Brooklyn 3, N.Y., telephone NA 9-2494. Itinerary: New York, Chicago, Philadelphia, Washington, Detroit. WTD 4/16/65.

PAKISTAN—M. Akram Khan, representing PakLand Corp., Central Commercial Area, P.E.C.H.S., Karachi 29, **interested in contacting American manufacturers of nuclear research equipment and laboratory apparatus** and obtaining technical information on nuclear matters. May 20 via New York City for 4-6 weeks; c/o Nuclear Chicago Corp., 359 East Howard Ave., Des Plaines, Ill. Itinerary: Beaverton, Oregon; Pasadena, Calif., New York, N.Y., Cleveland, Ohio, Norwalk, Conn. WTD 2/9/65.

SUDAN—Fouad Rizkallah Kronfli, Kronfli's Weaving & Finishing Industries, Ltd., P.O. Box 2112, Khartoum, **interested in purchasing weaving, dying and finishing textiles machinery** and obtaining technical information on sanforizing equipment. May 20 via New York City for 1 month; c/o Philip Stephan, 458 77th St., Brooklyn, N.Y. Itinerary: New York, San Francisco. WTD 9/24/65.

SWEDEN—Eric Nilsson and Mrs. Aina Nilsson, Eric Nilsson Musik AB, Nybrogatan 12, Eskiletuna, **interested in musical instruments of all kinds.** May 12 or 13 via New York City for 2 months; c/o Hotel Century, 111 West 46th St., New York 36, N.Y. Itinerary: New York, Cleveland, Elkhart, Ind., Chicago, Rockford, Ill., Seattle. WTD 4/2/63.

SWITZERLAND—Walter P. Suter, representing Federation of Migros Co-Operatives (manufacturers, importers, retailers of food stuffs, consumer goods), Limmatstr. 152, 8005 Zurich, **interested in imports and sales promotion.** May 4 via New York City for 3-4 years. U.S. address: Federation of Migros Co-Operatives, Room 932, Fisk Bldg. 250 West 57th St., New York 19, N.Y. Itinerary: All states of the U.S., and Canada. WTD 10/27/64.

Bid deadline extended

The National Power Corp. has extended the bid deadline for tender SP.65DDe-34 covering the supply of one 64,000 kv.-a. 3-phase, 60-cycle transformer and parts for the fourth unit of the Maria Cristina Falls Hydroelectric Plant from May 6 to June 3. (INTERNATIONAL COMMERCE, April 12, p. 28).

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless marked otherwise.

American Firms, Subsidiaries and Affiliates—Algeria.
American Firms, Subsidiaries and Affiliates—Indiana. March.
American Firms, Subsidiaries and Affiliates—Ireland.
American Firms, Subsidiaries and Affiliates—Netherlands.
American Firms, Subsidiaries and Affiliates—Nicaragua.
Books, Magazines, and Periodicals Importers and Dealers—Norway.
Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories Importers, Dealers and Manufacturers—Honduras.
Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories, Importers, Dealers and Manufacturers—Sweden.
Machinery and Equipment, Except Electrical Importers and Distributors—Nicaragua.
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Mexico.
Meat Packing, Sausage and Casings—Chile.

Iranian road projects open to international bidders

The World Bank has approved two loans totaling $40.5 million to Iran in continuation of its assistance to the Government's road development program. A loan of $32 million was made for the construction or improvement of 1,050 miles of highways, extending the main highway network northeastward to the Afghanistan border, and from the center of the country southeastward through Kerman toward the new port of Bandar Abbas.

The second loan, of $8.5 million, will help to finance a project for the construction of some 50 feeder roads with a total length of 1,125 miles to connect six agriculturally productive areas with Iran's main highway system.

Contracts will be awarded on the basis of international competitive bidding on all but a few of the feeder roads which are being built by local firms.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.
ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.
ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.
BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.
BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.
BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.
CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-4551.
CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.
CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.
CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.
DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.
DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.
DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.
GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.
HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 388657.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.
JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.
MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.
MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.
MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.
NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.
NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3320.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.
PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.
PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.
RENO, NEV., 89502, Room 2028, 300 Booth St., Phone: 784-5203.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.
SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.
SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.
SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3500.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Foreign Trade Regulations of Malaysia. OBR 65-18. 12pp. Outlines Malaysia's trade policy, import tariff system, internal taxes, shipping documents, labeling and marking requirements of Malaya and Singapore, special customs provisions, nontariff trade controls, Malaysia's export controls, and U.S. controls affecting trade with Malaysia.

Basic Data on the Economy of Cambodia. OBR 65-19. 12pp. Gives general information on geography, population, employment and government, and reviews the economic structure of Cambodia—agriculture, mining, industry, transportation, communications, utilities, private investment, financial situation and development programs. Imports, exports and conditions of trade also are reviewed.

United States Foreign Trade, 1963 and 1964. OBR 65-20. 19 pp. Twelve tables summarize the United States' trade performance during the past two years.

Establishing a Business in Nigeria. OBR 65-21. 18pp. Reviews the Nigerian investment climate, investment legislation, allowable forms of business organization, industrial property protection through patents and trademarks, taxes to which investors would be subject, the availability of capital, basic economic facilities open to the investor, and the investment information services he can employ. Appendices contain the joint statement of the Nigerian Federal and Regional Governments concerning investment, a listing of the industries eligible for special treatment as pioneer industries, the electricity rates at principal Nigerian cities, personal income taxes in Nigeria, and Nigerian excise duties.

***How Non-Giant Companies Can Sell Overseas.* (Article) Business Management, Greenwich, Conn. Nov. 1964. pp. 91-95. Reprints, 50¢.**

Discusses possibilities for smaller companies to sell through oversea sales representatives. Examines selection of a sales representative, his expectations and responsibilities, and means of cooperating with him most effectively.

Write: Business Management, 22 West Putnam Ave., Greenwich, Conn. 06830.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***ABC's of Foreign Trade: U.S. Trade Policy in Brief.* (Rev. Ed.) (State Publn. 7713: Commercial Policy Series 199) U.S. Dept. of State. GPO. 38pp. 20¢.**

A simplified explanation of the importance of foreign trade to the U.S., what it is, how it is controlled and why, and the foreign trade policies of the U.S. Briefly discusses trade problems of developing countries, U.S. trade with Communist countries, the Trade Expansion Act of 1962, and the Kennedy Round of trade negotiations. Charts, graphs and glossary of terms are also included.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Starting a Business in Britain.* Martins Bank Ltd., Liverpool, England. 143 pp.**

Provides useful information for firms considering operations in the United Kingdom. Covers: assistance to overseas businessmen; trade relations with the Commonwealth, EFTA and the EEC; selection of location and getting official approval; the availability of labor and terms of employment; a description of the various types of business organizations and procedures in forming a company; raising finance, bank advances and export credit guarantees; taxes based on income, profits, capital; trade regulations.

Write: Martins Bank Ltd., Liverpool, England. Loan copies may be obtained from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

***Taxation in Italy.* Prepared by Harvard Law School International Program in Taxation. Commerce Clearing House, Chicago. 870pp. $19.**

Taxation in Italy presents a comprehensive description of the structure of national and local taxation and a functional analysis of each important tax. The study also provides the background necessary to understand the development of the Italian tax system and presents the basic constitutional and legal framework governing the formulation of tax policy, the enactment of tax legislation, the structure of the tax administration, and the taxing powers of local governments.

The book describes all taxes in Italy and includes the method of computing individual as well as corporate taxes. Full coverage is provided to taxes on corporate assets and bonds, the inheritance tax, the estate tax, and taxation of gifts.

Write: Commerce Clearing House, 4025 W. Peterson Ave., Chicago 46, Ill.

***Purchasing Power Map of Europe.* Chase Manhattan Bank, New York.**

Published as a supplement to The European Markets, the survey map covers all 16 Western European nations and Greece, giving 1962 per capita income estimates for 450 official geographic subdivisions. Figures are based on official national statistics. Regional estimates of per capita income are based on each area's share of the national total of passenger cars, television sets, electrified homes, radio sets, residential homes and other indicators of relative consumer affluence, as well as on regional data on wage and salary payments, tax collections and retail sales.

Write: The Chase Manhattan Bank, 1 Chase Manhattan Plaza, New York, N.Y. 10015.

***Holland Shows Britain.* The Economist, New York, N.Y. Mar. 6, 1965. pp. 1001-1015. 60¢ per single issue.**

The Netherlands, most international-minded of the European nations, recognizes that it lives or dies by trade, and has adapted its economy, its business policies and its politics to achieve in wages, imports and exports for 1964 an almost equal percentage increase. Seven articles discuss various aspects of the Dutch economy, injecting comparisons of similar British problems and solutions.

Write: The Economist, 60 East 42nd St. New York, N.Y. 10017.

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Calendar *for international traders*

May

11—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

11—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

11—Businessmen's consultations with members U.S. Trade Mission to India, Hotel Commodore, **New York.** Sponsors: India Chamber of Commerce of America; Field Office, Department of Commerce.

11—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

11—In-Office Workshop on Export Expansion, Field Office, **Jacksonville.**

11—Special Workshop on Documentation, 10 a.m.-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

11—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

11—Springfield Export Sales Managers Assn., annual meeting, 6:30 p.m., Shaker Farms Country Club, **Westfield, Mass.**

12—St. Louis World Trade Roundtable, monthly luncheon meeting, Missouri Athletic Club, **St. Louis.** Sponsor: REEC.

12—Businessmen's consultations with members U.S. Trade Mission to India, The Tavern Chop House, Chester Ave., **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

12—World Trade Seminar, Town House, **Kansas City, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

12—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Pittsburgh.**

12—In-Office Export Expansion Meeting, 10 a.m., Field Office, **Philadelphia.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Trade Seminar, opening session, 7:30-9:30 p.m., Governors Club Hotel, **Fort Lauderdale, Fla.** Sponsors: Junior College of Broward County; Chamber of Commerce; Field Office, Department of Commerce; REEC.

12-13—De Paul University Executives Seminar on West Germany, De Paul University, **Chicago.** Speaker: Margot W. Zener, Bureau of International Commerce.

13—International Trade Club of Chicago, luncheon, LaSalle Hotel, **Chicago.**

13—Society of the Plastics Industries, Inc., World Trade Conference, Delmonico's Hotel, **New York.** Speaker: E. E. Schnellbacher, Bureau of International Commerce; Alexander B. Trowbridge, Acting Asst. Secretary of Commerce for Domestic and International Business.

13—Luncheon, Penn-Sheraton Hotel, **Pittsburgh.** Speaker: Marquis de Merry del Val, Spanish Ambassador to the U.S. Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

13—Overseas Automotive Club, luncheon-meeting, Shelburne Hotel, **New York.** Speaker: Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation.

13—In-Office Export Conference, 10:30 a.m., Field Office **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

13—International Trade Assn. of New England, Inc., dinner meeting, Charter House Hotel, **Cambridge, Mass.**

13—World Trade Seminar, Town House, **Kansas City, Kan.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce.

14—Businessmen's consultations with members U.S. Trade Mission to India, Field Office, **Chicago.**

16-20—Bankers Assn. for Foreign Trade, annual convention, French Lick Sheraton Hotel, **French Lick, Ind.** Speaker: (May 17) Daniel L. Goldy, National Export Expansion Coordinator.

16-20—FCIB International Credit Trade Luncheon and Round Table Conference in conjunction with 69th annual NACM Credit Congress, **New Orleans.**

17—American Management Assn. Seminar on Trading with the Bloc, Hotel Astor, **New York.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

17-18—6th Annual Columbia Basin World Trade Conference, Multnomah Hotel, **Portland, Ore.** Speaker: E. E. Schnellbacher, Bureau of International Commerce. Sponsors: Columbia Basin World Trade Conference; Chamber of Commerce; Kiwanis.

18—Memphis World Trade Club, Hotel Claridge, **Memphis.**

18—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

18—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

18—Advertising Club of St. Louis World Trade Week luncheon, Statler-Hilton Hotel, **St. Louis.** Sponsor: REEC.

18—World Trade Week joint luncheon meeting, 12 noon, Biltmore Hotel, **Los Angeles.** Sponsors: International Trade Club; Los Angeles Transportation Club.

18—Providence World Trade Club, dinner meeting, Alpine Country Club, **Cranston, R.I.**

18—World Trade Week Banquet, Hotel President, **Kansas City, Mo.** Sponsor: Women's Chamber of Commerce.

19—International Trade Club of Kansas City, International Trade Conference, University of Kansas, **Kansas City, Kan.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

19—Businessmen's consultations with members U.S. Trade Mission to the Philippines, Hotel Claridge, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

19—Joint Meeting of Foreign Trade Groups, Monticello Hotel, **Norfolk, Va.** Sponsor: Field Office, Department of Commerce.

19—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Philadelphia.**

19—Wisconsin International Trade Conference—Pfister Hotel, **Milwaukee.** Half-day conference in connection with World Trade Week activities. Sponsors: Metropolitan Milwaukee Assn. of Commerce; Milwaukee World Trade Club; REEC; Field Office, Department of Commerce.

19—All-day Export Trade Conference and Minnesota World Trade Assn. dinner meeting, Capp Towers, **Minneapolis.** Sponsors: Minnesota World Trade Assn. Field Office, Department of Commerce; REEC; Chambers of Commerce of St. Paul and Minneapolis; Small Business Administration.

19—REEC Meeting, First National City Bank, 399 Park Ave., **New York.** Speaker: Secretary of Commerce John T. Connor.

19—Special Interest Meeting on "Compensation Practices for Overseas Personnel—General and Tax Considerations," 3-5 p.m., La Salle Hotel, **Chicago.** Sponsor: International Trade Club of Chicago.

19—International Trade Day, luncheon, 12:30 p.m., Savoy-Barringer Hotel; REEC meeting, 3 p.m., North Carolina National Bank; N.C. World Trade Assn. Directors' dinner meeting, Charlotte City Club, **Charlotte, N.C.**

19—World Trade Week Seminar, Hotel Muehlebach, **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce; International Trade Club.

20—"First-Step Export Workshop, Chamber of Commerce, **Little Rock, Ark.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

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